

C O N N E C T I C U T
INDUSTRY

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JANUARY - 1957



IDEA FARM

A Wonderland of Invention Page 6

SURE LIKE THIS "SPEAKERPHONE" FRED!
I CAN KEEP TALKING WITH YOU WHILE I
TAKE NOTES ON YOUR REPORT.

IT'S A GREAT IDEA, BOB, AND EVEN HANDIER
WITH THAT NEW "PUSH BUTTON" INTERCOM SYSTEM



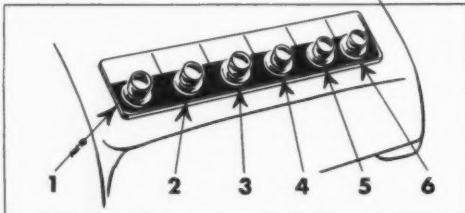
Modern businessmen really appreciate the convenience of a "Speakerphone." This remarkable telephone invention leaves *both* hands free while you're talking. You can easily carry on a phone conversation while you work, take notes or refer to records. It's proved ideal, too, for conferences when several people want to talk or listen on the same call.

But that's not all! This newest "Speakerphone" has all the features of a complete Automatic Telephone System. Through an arrangement of Push Buttons, your telephone becomes a "personal switchboard." You can dial *directly* any phone in your organization. Make or receive outside calls at any time. Hold calls. Transfer calls. Have 3-way discussions.



How the "hands-free" feature works:

Just press a button (A) and your voice is picked up by a microphone (B). The voice of the person you're speaking with comes through a small desk-top loudspeaker (C). (When you want privacy, the phone can be used in the conventional way.)



How the "push button" feature works:

- (1) HOLDING. This button holds any outside call. You can then make a second call over another line.
- (2), (3), (4), (5) OUTSIDE CONNECTIONS. These connect your phone with outside lines to make or receive calls.
- (6) LOCAL. This connects you with any other inside phone.

We'll be glad to give you all the facts about this economical telephone service
for today's business. Just call our business office.

THE SOUTHERN NEW ENGLAND TELEPHONE COMPANY

CONNECTICUT INDUSTRY

JANUARY • 1957

VOLUME 35 NUMBER 1



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JANUARY COVER—Friendly neighbors for miles around occasionally hear this high-powered loud-speaker being perfected at Raymond Engineering Laboratory, Inc., Westfield, for less friendly "psychological warfare." Left to right Lincoln Thompson and George E. Carlson, vice presidents, observe Richard E. Dowjat and Howard H. Sargent, Jr. conducting field test in rolling countryside adjacent to laboratory.

L. M. BINGHAM, *Editor*

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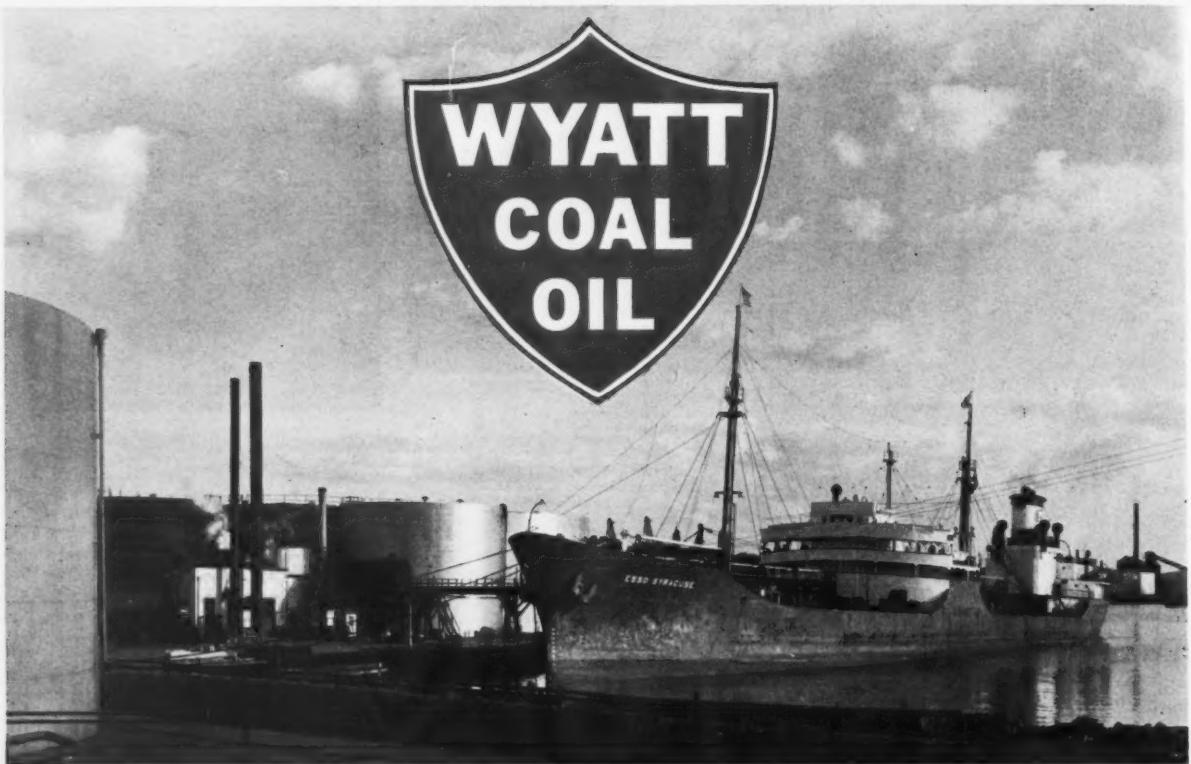
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The "Esso Syracuse" is 547 feet long, has a 70 foot beam and draws 30 feet of water. It took 5 days for the 1820 mile trip from Aruba, N.W.I. to New Haven and its average speed was approximately 15 knots. This tanker discharged 5,000,000 gallons of Bunker "C" on this trip.

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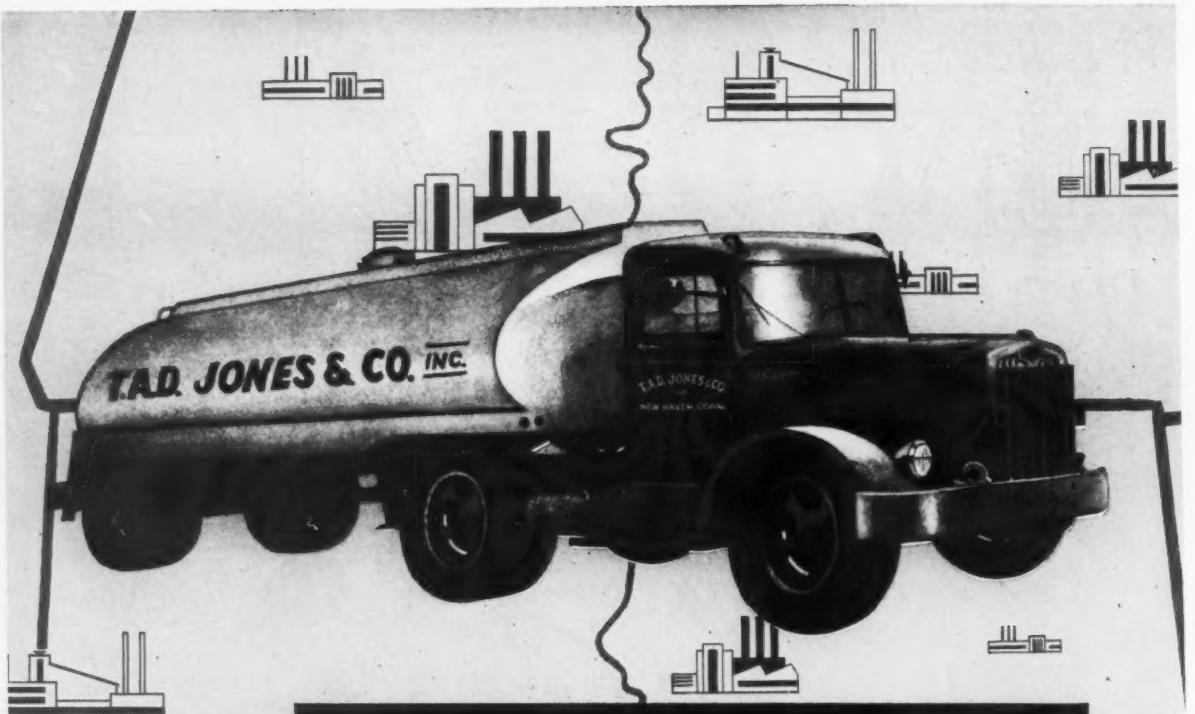
With the New Year, it was *in with the new* at Case, Lockwood & Brainard, as four lithographic presses were moved from Kellogg & Bulkeley to floor number five at C. L. & B. And our new addition means one thing: constantly improving service and quality for our constantly increasing number of customers.

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After nearly a generation of such usefulness, T.A.D. JONES & COMPANY is naturally equipped to maintain and enhance its name for serviceability. Today our bulk storage of Bunker "C" Fuel Oil, Bituminous and Anthracite is among the most extensive in New England, like our facilities for delivery. . . . And they are all as handy to you as your telephone!

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FOR 1957

By HARRISON FULLER, *President*
Manufacturers Association of Connecticut, Inc.

♦ ANOTHER year of opportunity has opened for the manufacturers of Connecticut. Your Association plans to do its full share in advancing the welfare of its 1,630 member companies. This means advancing the welfare of the State of Connecticut and all of its people, because the state and its citizens are, for the most part, dependent upon the robust health of manufacturing enterprise for their prosperity.

In this rapidly changing world, the problems of Connecticut manufacturers are not greatly changed. They are what they were last year and the year before that. But with each passing year the problems become clearer and easier to define. If the recent appalling events in Hungary have shocked and distressed us, they also have thrilled us with a new realization of the indestructibility of man's determination to be free. For us in peaceful and prosperous Connecticut, they must give us not only greater moral courage in our struggle for the maintenance of free enterprise, but a sharpened perception of our place in the broad trends of our times. We are more convinced with each passing year that sound and independent industry, with a maximum of freedom for the operation of individual incentives and a minimum of government interference, is basic to a prosperous democracy. The alternatives, floodlighted in their hideous extremes in the works of communism, are now spread forth for all the world to see and understand.

Less and less are we likely to be soft-headed or muddled when facing the problems of the future. There can be no doubt that free enterprise has been the most important factor in making America strong and great. We must not ignore the vast wealth of natural resources that provided material with which free enterprise might work. Nor do we think for a moment that our enterprise would have been blessed with success without being accompanied by a sense of moral values. Moreover, we have the highest regard for government in its proper relationship to business and industry, as we do for the policeman on the corner.

But it is still true that the America of today, with its enormous wealth, high standard of living and capacity for moral leadership in a confused world, could not have come into being without the vigorous operation of individual ambition and initiative, nurtured by the opportunity for gain and constantly stimulated by intense competition. Encourage these and prosperity can continue to flourish. Destroy these, by excessive taxation, by government control and interference, and the prosperity of the people will vanish as the dew before the morning sun.

When our American industry struggles for its own survival in a world of mad ideologies, it is asking only for the privilege of continuing to do what the record shows it has done in the past. Private enterprise, spurred by the

individual ambitions of free men, made the soil of America give forth its increase on a scale beyond the dreams of humanity a few generations ago. Given a reasonable measure of freedom and an opportunity for reasonable rewards, industry will continue to advance human welfare. In turn, such advancement is essential to the survival of industry. When Mr. Charles E. Wilson said "What is good for the country is good for General Motors", there were sneers in some quarters, but not from thoughtful men, who knew he was uttering a profound truth about the relationship between industry and the welfare of the nation.

Let us shout from the housetops the facts concerning our contributions to the welfare of Connecticut and the nation and our deep conviction of their value. When we fight for restraint in taxation (and in particular, this year, for cutting down the grotesque Federal income tax structure), let us do so with profound confidence in the rightness of our cause. Let us talk more, and more, and still more, in every forum and medium, about the essential and basic truths of private enterprise and progress. Let us not be trapped into compromise, or into acquiescence with self-styled liberals who would like to lead us step by step down the road to national socialism.

Above all, let us exercise restraint ourselves in those things which make for centralized government. Whenever we are parties to any project involving Federal funds, except for the very few things that only the Federal government can do, we are making ourselves parties to the growth of Big Government, with centralized control of the country, our companies, and finally our private lives. We are perfectly aware of the evil consequences of Federal handouts, particularly for a state like Connecticut, which pays high Federal taxes, but it is not always easy to resist the temptation to seek Federal assistance when an immediate personal advantage seems probable. Only at our own peril do we hold out our hands for Federal largesse. Hence, resistance to such temptations must be one of the disciplines imposed upon themselves by our industrial leaders, along with the practice of sound industrial and public relations and adherence to the highest standards of management.

With courage and integrity, we can make 1957 a year of real progress toward a more widespread knowledge of what manufacturing does for the people and the State of Connecticut and a better understanding of the objectives of its industrial leaders. Many observers are of the opinion that 1957 will see a continuation of the general prosperity of 1956. We hope so. However true this may be, the staff, directors and officers of your Association hereby renew their dedication to the challenging task of strengthening the place of manufacturing industry in the minds and hearts of our fellow citizens.



Masters at miniaturization, these Raymond men, supervised by Ivar Anderson, at binocular microscope, create pre-production prototypes of control devices for the guided missile.

IDEA FARM

Raymond Engineering Laboratory, Inc., located in the Westfield section of Middletown, is a wonderland of invention of commercial and military products.

■ IN a picturesque countryside that has undergone little change, almost since Middletown was settled, Raymond Engineering Laboratory, Inc., goes about its business of creating unusual, ingenious, and totally new products and ideas for both industry and the armed forces. Two adages nearly as old as the Westfield countryside of Middletown sum up the gamut of activities at this little publicized but important engineering laboratory. A "stitch in time . . ." and "A word to the wise . . ." might seem out of place in this article, but they serve to show the scope of Raymond's work from a buttonhole attachment for the sewing machine, to a giant, high-powered loud speaker for beaming messages to an enemy to help it learn the folly of its ways.

The peaceful, rural environment provides stimulus for more than a hundred Raymond employees—engineers, mechanics, model makers, toolmakers, joining talents to explore the unknown for the Department of Defense, and for consumers around the world.

Engineer-Inventor Starts Business

Raymond Engineering Laboratory was formed in August 1938 in Berlin, Conn., as an individually owned business by Mr. Horace Raymond, who had formerly been chief engineer at Stanley Works. There he invented the "MAGIC DOOR", the first practical application of the photo-electric eye. From a cellar workshop where Mr. Raymond had been doing design and consulting work for several companies, Raymond Engineering Laboratory moved to a 20 x 30 foot building which was purchased for \$1200 on a five year note. There was

one other employee, Evert Blomgren, a native of Kensington, now executive vice president of the company. Mrs. Raymond took on a dual role as "paper-work executive", and mother of four young children. Clients numbered three in those days—the Eagle Lock Company of Terryville, Stanley Works, and Mildrum Jewel Company of East Berlin. Raymond's projects included a wide range of activities from the development of a silent alarm clock to a disappearing door.

Ups and Downs

Mr. Raymond and Mr. Blomgren had been working on an idea for de-icing aircraft windshields, more or less as a hobby of their own. Quite by chance in a social conversation, Mr. Raymond mentioned his thinking to the chief engineer of American Airlines. Six months later, in late 1942, Raymond Engineering Laboratory received a contract for de-icing equipment for army cargo aircraft. This "side door" business came as a surprise and caught Raymond totally unprepared. Since quantity manufacture was beyond the scope of the laboratory's work, a separate company, the Raymond Deicer Company was formed. Some assemblies were subcontracted, and the final product was produced and delivered on schedule. In June 1943, the laboratory was incorporated with Horace Raymond as president and Mrs. Raymond as secretary and treasurer. World War II activities carried Raymond deeply into military contracts for work on proximity fuses, altimeters, and gyros. Their work came from the Federal Government's Office of Scientific Research and Development and the Ordnance Department of the National Bureau of Standards.

Spacious once, this 36,000 square foot addition to Raymond Engineering Laboratory, dedicated last April, is already overcrowded and new construction is underway.



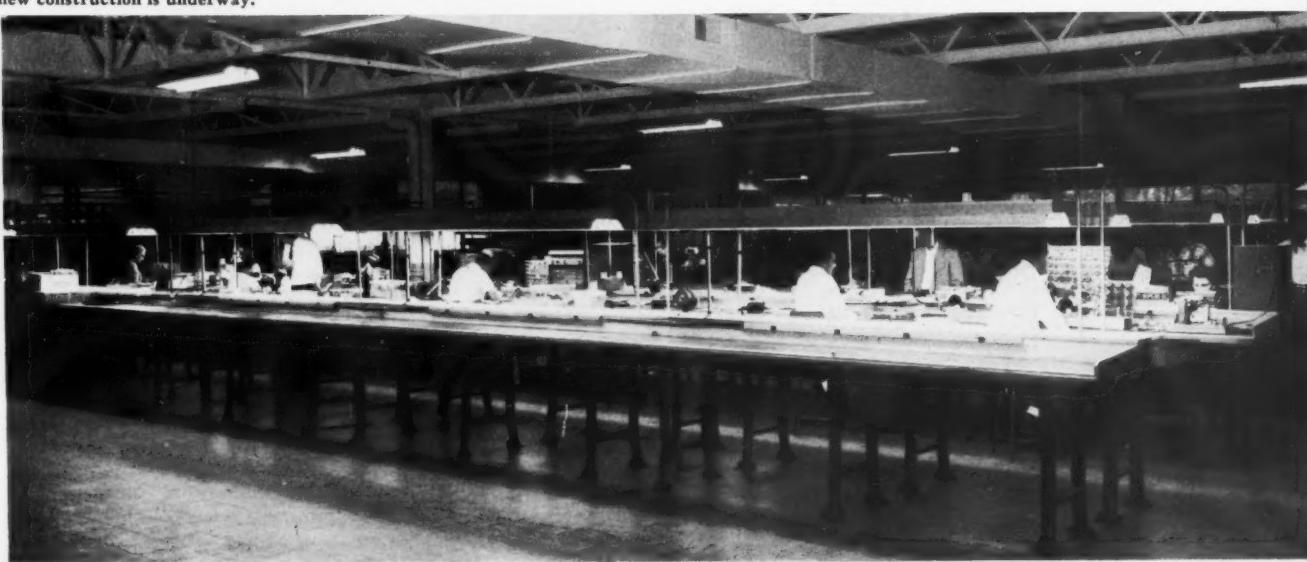
Mrs. Horace Raymond, president, maintains an active interest in all laboratory projects. Here with Evert Blomgren, executive vice president, she learns progress of intricate guided missile component under development.

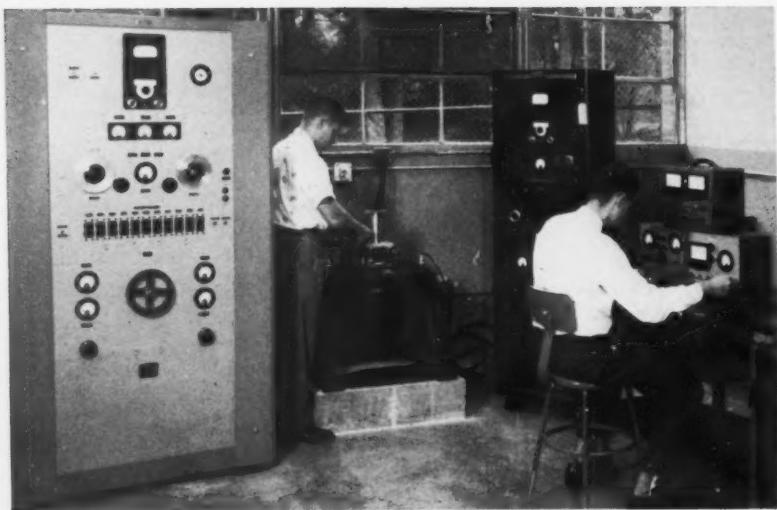
With the country's bright young men in military service, manpower was hard to find. Personnel was recruited mostly through friends and neighbors of the Raymonds, many of whom had sons and daughters in war service. Numbered among the employees were the wife of a school superintendent, the wife of a well-known doctor and a retired school teacher. The laboratory pick-up truck was driven by a young lady just graduated from college.

By V-J day military contracts had all but dried up, and since that was the bulk of the Company's work, Horace Raymond and Evert Blomgren found themselves with a laboratory and no projects.

Expansion and Diversification

By 1946 the staff, which had been reduced to 19 just a year before, was increased and the move to its present location was effected. A resumption of military contracts and the procurement





Shock, vibration and temperature are the stresses that Raymond developments must withstand in this "torture corner" of the laboratory.

of commercial business put Raymond on a new footing.

Noteworthy among Raymond post-war developments has been the application of magnetic fluid clutches as a unique idea in drive systems. Considerable money was spent on this project and with the cutback in defense spending in 1949, it was feared that the entire effort would have to be abandoned. However, Engineering and Research Corporation had observed this project and by 1950 substantial orders were received for use of these clutches in flight simulators for aircraft training. Today, one department of Raymond Engineering Laboratory is devoted entirely to the manufacture of magnetic fluid clutches for specialized military applications.

Since the guided missile has emerged as a vital weapon for defense, Raymond's experience in fuse work and in the small electro-mechanical field well qualifies it for development work on the apparatus that makes a missile behave. Virtually every U. S. missile contains some evidence of Raymond development skills.

Although the laboratory is primarily a research organization, it has been found that, especially in complex guided missile components, it is advantageous from the customer's point of view to give the design and research to a company that can produce these designs in modest quantities for test evaluation. Often as many as 200 units of any one device are required to complete evaluation. Raymond has therefore, by necessity, become a small manufacturer as well as a research organization. In the industrial field as well, the production of a small quantity of demonstration models or prototypes of a new device is frequently required. This has given rise to developments in

the area of inexpensive, temporary dies and tools to custom-produce such devices without "hand-made" costs.

Reputation Sells Company

The laboratory employs no salesman as such. Its technical people sell the laboratory effectively through the reputation they have gained in the development of unique devices. As research and development, and manufacture of limited quantities of both military and commercial devices go on, the peaceful atmosphere is interrupted only occasionally by the testing of a novel Raymond development, the high-powered loud speaker created for the Signal Corps' use in psychological warfare. During World War II it was found that when fighting enemy troops who, for the most part, could neither read nor write, speaking to them in their own language was the most effective means of communication. With

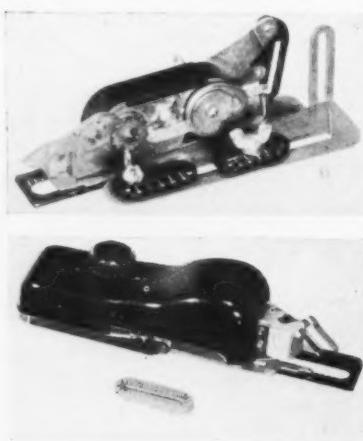
amplifiers and loud-speakers as developed in those days, our forces could not safely get close enough to the enemy to get their messages across. Raymond Engineering Laboratory was given a development contract to investigate an idea it presented to the Signal Corps for using a magnetic powder clutch as the basic frictional element for a loud speaker. Raymond is now in the final stages of development of a speaker which, in a relatively compact and reliable unit, can be effectively used to talk to the enemy over great distances, either on the ground or from the air.

On the peaceful side, Raymond ingenuity lends a "stitch in time" device which sews buttonholes automatically. Greist Manufacturing Company of New Haven presented Raymond with the problem of simplifying a complicated buttonhole attachment for the sewing machine, both from the user's and the manufacturer's point of view. A study revealed that there are only five different buttonhole sizes in which the average user is interested. This gave rise to a totally different design concept in which most of the adjustments were completely removed, and five detachable templates, one for each buttonhole size, were incorporated in the device. This new attachment was styled in a streamlined model and hundreds of thousands have since been built by Greist for the home sewing market throughout the world.

Group Invention and Testing

In this many-cornered wonderland of invention, one might find a small group of young scientists putting through its paces a tiny electric motor, diameter no bigger than a dime. This will be used in both civilian and military devices. Another corner, in contrast to the miniature motor, holds a mammoth test machine weighing many tons, specially developed to exert stresses on guided missile parts comparable to those they must endure as they streak through the atmosphere. The sight of a man weighing himself in a test area is not a variation on the "coffee break", rather he is testing the accuracy of a new bathroom scale. It must weigh accurately whether a dieting matron stands on toes or heels or on an uneven floor, and it must be priced to sell in the highly competitive home market.

A variation on the weight problem absorbs the attention of physicists in still another corner of the lab. Here the challenge is high precision, yet miniature devices that help launch an



Raymond simplification is apparent in this "before and after" shot of sewing machine buttonhole attachment re-engineered for Greist Manufacturing Co.

(Continued on page 38)

NEW ENGLAND'S WORRIED PROSPERITY

by Malcolm S. Forbes
Publisher, Forbes Magazine

Editor's Note. If you, gentle, or not so gentle reader, have grown weary of reading many of the scores of detailed diagnostic reports about New England's economic health, read this brief report of a recent tour of New England by an experienced outside observer. It should quiet your fears at least for the duration of 1957.

■ IN the midst of bustling prosperity—the nation's greatest peacetime boom is not passing the area by—I have come across a surprising amount of concern about the economic future of the six states.

Why are New Englanders worrying? What are the economic facts in Connecticut, Rhode Island, Massachusetts, Vermont, New Hampshire and Maine?

Certainly the facts look encouraging. In the past year more than 100,000 new non-farm jobs have been created for the Yankees; at mid-year, according to the Bureau of Labor Statistics, 3,611,700 of them were working at non-agricultural employment. The seasonal trend, too, looked good. While June is nearly always better than May, 1956's monthly upturn was the biggest since the war—barring only the year of the Korean crisis.

There have, of course, been readjustments—some of them painful. The U.S. is currently in the midst of a capital spending boom. Businessmen are confident of the future and are pouring money into new plant and equipment. So, not surprisingly, New England's biggest gains are in the industries that make equipment for industry: machine tools, electrical and electronic equipment, railway equipment, shipbuilding, metalworking. These employment gains plus others in construction, transportation and trade have more than offset some weak spots: shoes and leather products are off, employing 3,600 fewer workers than they did at the height of their private boom of last year; textiles are merely steady; apparel employment is off a shade.

But where in all this is the picture of a New England sinking into decline, of a region ruined by the exodus of its once-great textile industry? Yet people I talked with are concerned. It is not so much the employment figures that worry them, however.

A New England businessman sums

it up like this: "Sure, things are pretty good, but we're still not getting our full share of the national prosperity." Says another: "We're just not keeping pace." And still another, somewhat bitterly: "New England businessmen are willing enough to serve on committees to save our region. But when it comes to investing hard cash it's a different matter. They'll finance oil in Texas, movies in Hollywood, sugar and bananas in Latin America, vast aluminum projects in Canada or Africa. Meanwhile, New England itself hasn't even been able to get the integrated steel plant everyone used to talk about."

How justified is this sense of loss of position? Certainly New England does have special problems. Though New England has the highest proportion of stockholders of any area (9.9% of the population vs. a national average of only 5.2%), it is getting less than 5% of the nation's current investment dollars. Capital spending breeds capital spending and thus New England loses twice. The loss of textile mills to the South, for example, forced famed old Saco-Lowell Shops to expand its textile machinery operations in South Carolina. This example can be multiplied many times over.

Then, too, Washington's plant dispersal program has hurt this small, concentrated eastern seaboard area. That is why Connecticut's able Senator Prescott Bush has fought so hard against further extensions of the principle. Furthermore, New England lacks the cheap fuel in coal and natural gas that has sparked industrial booms in such areas as the Gulf Coast or the Ohio Valley. And certainly its location, tucked away in the far northeast corner of the U.S., is a disadvantage as far as freight rates to much of the country are concerned.

But is New England really lagging, in a basic sense, in a human sense? Frankly, it does not look that way to me. Let's look at the record. What



are the nation's fastest growing industries?

Plastics? New England plants fabricate a full third of U.S. output, with an annual value of half a billion dollars.

Electronics? New England States last year accounted for around 15% of U.S. output, more than two-and-a-half times their proportionate share.

Aircraft? New England is the home of giant United Aircraft Corp. and 75,000 Yankees work at building planes, engines and parts.

Atomic energy? The Yankee-based Electric Boat division of General Dynamics Corp. has built the U.S.'s first two atomic-powered submarines and will turn out more. In building parts and reactors for commercial uses of atomic energy, New England as an area is way ahead of the rest of the country. And the Yankee Atomic Electric Co., a joint project of 11 regional power companies, is set to go ahead with its nuclear power plant—with construction planning by still another New England firm, Boston's Stone & Webster, Inc., an atomic energy pioneer.

Nor are those simply prestige industries that create few jobs. At mid-year 1956, the so-called hard goods industries—machinery, transportation equipment, metalworking and the like—supplied almost half of all the area's 1,491,100 industrial jobs. The job trend is clearly to hard goods, and this is all to the good. As recently as a year ago, the more static soft goods lines—textiles, shoes, printing, food—still employed well over one half of New England's industrial workers. And before that the margin was once overwhelmingly in favor of soft goods. All this points to greater job diversification and less dependence on non-dynamic industries. Hardly causes for alarm.

What the worries boil down to, then, is that some New Englanders are

(Continued on page 33)



A CONNECTICUT "HOUSE OF SKILLS"

THE TAYLOR & GREENOUGH COMPANY

SPECIALISTS IN TAILORED

COMMUNICATIONS FOR

45 YEARS

■ HOW and why did a little, struggling printing and direct mail letter shop of 1911 attain its present unique stature and ever-growing recognition by the industrial organizations of Connecticut? The answer is indicated by the early foresight of the founders . . . and their certainty that manufacturers would require professional assistance for moving products from plant to user . . . selling aids in the form of printing and advertising . . . specific skills that could not be found in their own plants.

Some large industrial plants, in the past, have operated their own advertising and printing departments but in many cases have discovered that such a practice is costly and impractical . . . and does not keep in step with the ever changing methods and ideas required in modern marketing.

All Printed Communications Details Handled Under One Roof

The Taylor & Greenough Company, to the present generation, is a unique combination of an industrial advertising agency with an all-inclusive, under-one-roof mechanical and graphic arts service. Available are commercial photography, art work, photo retouching, copy writing, media selection, market research, typesetting, printing and distribution.

All these facilities are under the complete control of the customer. They make a virtual beehive of organized activity the rule of every T & G working day. Under its executives and trained personnel large presses may be rolling off a product literature bulletin in two colors at a time, while the high-speed smaller automatics flip out tie-in mailing pieces.

Folding and cutting machines put the finishing touch to an inquiry follow-up piece while the composing room is setting type and locking forms for space advertising in trade publications.

The art department meanwhile, is busy making visual layouts, line drawings, graphs, production outlines, accurate paste-ups for quality offset reproduction or letterpress retouching for an exploded view photograph. Copy specialists writing catalogs, space advertisements, television and radio scripts, training-film scenarios, direct mail pieces and a host of other selling aids keep a fast and accurate team of typists busy at their key boards.

Busy? Yes! But on the same floor there's also a complete kitchen with all the facilities necessary for preparing lunch or a coffee break . . . a feature that makes for good personnel relations and even better work results without tiresome drudgery.

Brainstorming For Ideas

The planning board at Taylor & Greenough, composed of the firm's five executives and department heads, meets regularly to apply group thinking to the marketing, merchandising, public relations and sales problems of the many Connecticut firms served by this modern company.

Many years ago, the top-notch industrial salesman entered a town, counted smoke stacks, accelerated his four-legged transportation with the buggywhip, to make six calls per day. Later it was a horseless carriage (and its accelerator) to cover ten visits . . . 3,000 prospects in a full year . . . only once . . . no time left for sales follow-up, nor repeat calls . . . no time for service contacts.

Today, The Taylor & Greenough Company is the "accelerator" for the sales of Connecticut products . . . an organization that can cover multiple thousands of contacts each month, in the state, the country, the world . . . with carefully created selling plans either with printed matter or publica-



After customer's selling aids such as these have been created and produced, the type forms, negatives, and plates are filed in storage racks, insured and held for future reprinting. Thus, a convenience for all . . . lower costs.

tion space advertisements or both . . . and when practical, by means of newspaper, radio and television.

Mass Sales Communications Original and Continuing Objective

To go back to 1911, Frederick M. Taylor (illustrative photographer) joined talents with Samuel O. Greenough (creative printer). The basic idea of these two founders remains unchanged . . . "tell the story to a lot of people, often with intelligent use of advertising production and publicity." Naturally that basic idea has branched out in many ways since 1911. The selling problems of industry have become more specialized. Distributors, jobbers, wholesalers, dealers have entered the picture for many companies. Supply houses, sales agents and warehouses became more important to other industries. But whether the manufacturer or industrial service uses any or all of the specialized sales outlets, the obtaining of new business remains the number "one" sales problem. Telling the sales story properly and repeating it to many, at one time, gets new business.

It didn't take Connecticut industry long to accept this idea and many of the first customers of pre-World War I years are still counting on The Taylor & Greenough Company to help them with creative selling plans. From a modest beginning in 1911 in an Asylum Street building Taylor & Greenough pioneered industrial sales aids in Connecticut. The company grew from the beginning, first by creating, producing and distributing direct mail selling aids. Then, with expanded facilities, catalogs were organized, created and produced along with product bulletins and price information.

Taylor & Greenough customers were selling more, and success for this new aid to Connecticut industry was inevitable. Then, calamity struck . . . there was an all-destructive fire. The entire equipment of Taylor & Greenough was twisted, warped and unsalvageable among the ruins of the building it occupied.

But in the face of success, this setback couldn't halt the enthusiasm of a growing organization. They picked up their responsibilities immediately and within a week the entire group was again putting selling ideas to work for its customers. Until 1950 operations were conducted across from the Hartford Railroad Station on Union Place. The business had expanded to include more tools of growth . . . multilith printing, Addressograph and Elliott addressing for direct mail, ad-

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Everything starts with the planning board where group-thinking develops the best marketing approach for the production of advertising and selling aids.



Taylor & Greenough artists, with an eye for sales, produce in any medium from creative visual to finished art . . . the right design for the desired effect.



The creative spark in copy is the aim of every writer. He knows the industrial market and "talks" its language . . . for convincing sales messages.



Efficient production control speeds printed material through the mechanical processes for quality work at reasonable cost.



HARRISON FULLER
President



HARVEY SPAUNBURG
Vice President

■ HARRISON FULLER, president, Fuller Merriam Co., West Haven, was elected president of the Association at the Annual Meeting of the Board of Directors, held at the Hartford Club on December 10. Mr. Fuller, a vice president for the past four years, succeeds Albert S. Redway, president, Rockbestos Products Corp., New Haven, who served two terms as president beginning January 1, 1955.

HARVEY L. SPAUNBURG, president of Veeder-Root, Inc., Hartford was named to succeed Mr. Fuller as first vice president. He has served as second vice president since his election to that office at the Annual Meeting of the Board of Directors held at the Hartford Club December 12, 1955. Mr. Spaunburg succeeded Dexter D. Coffin, president of C. H. Dexter & Sons Co., Windsor Locks, who resigned at the end of his first year of service on account of heavy business commitments.

Meet The Association's NEW OFFICERS and



JOHN COOLIDGE
Treasurer

JOHN COOLIDGE, president and treasurer of The Connecticut Manifold Forms Co., West Hartford, was re-elected treasurer, a post he has held for twelve years. Norris W. Ford continues to serve as executive vice president, and Leslie M. Bingham as secretary.

HARRISON FULLER is a native of Minneapolis, Minnesota, and was educated in the public schools of St. Paul and the University of Minnesota. During World War I he served as a Major in field artillery. He was an incorporator of the American Legion under an Act of Congress, and the first commander, Department of Minnesota.

He served as city editor and assistant managing editor, St. Paul Dispatch and Pioneer Press, and as editor and publisher, Fort Myers Tropical News, Fort Myers, Florida.

In 1928 he became associated with the investment banking firm of J. & W. Seligman & Co., and Tri-Continental Corporation, New York, as vice president. In 1939, with Dr. E. S. Merriam of Marietta, Ohio, Mr. Fuller organized the Fuller Merriam Company, manufacturer of vitrified grinding wheels by a new process invented by Dr. Merriam.

Among his other activities, past and present, are: Director of Grinding Wheels Manufacturers Association

from 1944 through 1945; member of the executive board of the Manufacturers Association of New Haven County (president, 1948 and 1949); director of the New Haven Chamber of Commerce, and vice president in 1950.

HARVEY L. SPAUNBURG joined the Root Company of Bristol in 1919 as a foreman, later becoming superintendent of the Bristol plant. Following the merger of the Root Company with the Veeder Co. of Hartford, to form Veeder-Root, Inc., he became chief engineer of the new corporation. Shortly afterwards he became factory manager and secretary. In 1942 he was elected a vice president and in 1944 a director. In 1950 he was elected executive vice president and in 1954 was elevated to his present post of president of Veeder-Root, Inc.

Mr. Spaunburg is a director of the Connecticut Bank and Trust Co., Hillyer College, Veeder-Root, Ltd., and Veeder-Root of Canada, and Holokrome Screw Corporation, a division of Veeder-Root.

He is a member of the Hartford Club, the Hartford Golf Club, the Newcomen Society and the American Society of Mechanical Engineers. He is also a 32nd Degree Mason and Shriner.

New Directors

Starting January 1, 1957 four new directors elected at the Association's Annual Meeting in September, and a fifth one, who was re-elected, began to serve their four-year terms. To acquaint members with the backgrounds, CI presents their names and a brief biographical sketch of each director.

The new directors are as follows: Wells C. Bates, partner, C. J. Bates & Son, Chester, representing Middlesex County and replacing Henry H. Lyman, treasurer, Lyman Gun Sight Corp., Middlefield; J. L. Schweyer, president, The National Silk Co., Inc., South Coventry, succeeding W. L. Sorensen, treasurer The Warren Woolen Company, Stafford Springs, as director from Tolland County; A. H. Payson, president, The American Thermos Products Co., Norwich, replacing the late Donald C. Cottrell, president, The Cottrell Co., Pawcatuck, as a director from New London County; Leo J. Pantas, vice president, The Yale & Towne

DIRECTORS

Mfg. Co., Stamford, who has been serving as director representing Fairfield County, filling the unexpired term of W. L. Hubbard, former president of Norma-Hoffmann Bearings Corporation, Stamford; and B. G. Tremaine, Jr., president, The Miller Company, Meriden, as director-at-large, replacing P. B. Watson, plant manager, American Cyanamid Co., Wallingford.

BURTON G. TREMAINE, JR., president, The Miller Company, Meriden, was born in Los Angeles, California, and received his elementary education in Cleveland, Ohio, after which he was graduated from Hotchkiss School in Lakeville, Connecticut, and Yale University, where he received a Bachelor of Arts degree in 1944.

After serving the Army in France, Germany and Austria as a private, second lieutenant and captain during World War II, Mr. Tremaine joined The Miller Company in 1947. He rose rapidly from assistant to the executive vice president to manufacturing administrator, to director and executive vice president, and became president on August 11, 1955.

Active in the affairs of the Meriden Community Fund, Mr. Tremaine served last year as chairman of the industrial division. He is a director and vice president of the Automatic Voting Machine Corporation, Jamestown, New York; a vice president and director of the Nela Alpha Investing Co., Cleveland, Ohio; vice president and director, Manufacturers Association of Meriden and Wallingford, and secretary and trustee of RLM Standards Institute. Among his affiliations with professional and social clubs are: The Young President's Organization, Newcomen Society, Illuminating Engineering Society, the Copper and Brass Association, National Electrical Manufacturers Association, Meriden Home Club, Hartford Club and Sakkonet Yacht Club.

ARTHUR H. PAYSON, president and general manager of the American Thermos Products Co., Norwich, was born in Malden, Mass., and educated in the public schools of Concord, Mass. After completing two years of Army service from 1917 to 1919, he spent the intervening years before joining American Thermos Bottle Co. in 1928, gaining diversified sales experience.



B. G. TREMAINE, JR.



ARTHUR H. PAYSON



WELLS C. BATES



J. L. SCHWEYER

Shortly after joining American Thermos he became manager of industrial sales and in 1936 was made vice president in charge of industrial sales. In January 1954 he was made vice president and general manager and in April 1956 was elected to his present office.

Mr. Payson is a past president and director of the Norwich Manufacturers Association, Inc., a former member of the Foreign Trade Committee of MAC, and past or present member of a number of business and social organizations. He is a director of The American Thermos Products Company and of its subsidiaries, Plastene Corporation, Hemp & Company, Canadian Thermos Products Company, Ltd., and Plastene Canada, Ltd. He is also a corporator and director of the Chelsea Savings Bank, trustee of the William W. Backus Hospital and of the Lowthorpe Meadows Association.

WELLS C. BATES, partner, C. J. Bates & Son, Chester, is a native of Chester, receiving his early education in the public schools there. He was graduated from Deep River, Connecticut, high school, attended the Governor Drummer Academy for one year, and was graduated from Dartmouth College in 1939.



LEO J. PANTAS

In 1941 his father, the late Hamilton C. Bates, Sr., admitted him to partnership in the firm of C. J. Bates & Son, thus becoming, with his brother, the third generation to own and operate this manufacturing business.

Mr. Bates is interested in the public affairs of his community, having served on the Board of Trustees of the United Church of Chester and as a member of the Chester Board of Finance. He

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Club Women Visit GREIST Plant

■ OVER 100 members and guests of the Connecticut State Federation of Women's Clubs were guests of the Greist Manufacturing Company, New Haven on Wednesday, October 31, 1956. The occasion marked the 15th "Industry Day", or plant visitation, since the Federation, with the cooperation of the Manufacturers Association of Connecticut and its members, launched the program with a visit to the United Illuminating Company, New Haven, November 15, 1949.

Production processes were explained to guests by company representatives.



Successive presidents and "Industry Day" committee chairmen, serving the Federation since the beginning of this "know Connecticut industry" series of programs, are to be commended for their continuing efforts to provide the means for greater understanding among its members of the diversity of Connecticut's products and the all-important contribution of manufacturing industry to the economic and social welfare of the state. The Association's role in the program has been to locate member companies willing and able to act as hosts to anywhere from 100 to 200 Federation members and guests, and thereafter introduce the "Industry Day" chairman to the officer in the host company responsible for arrangements. Although the Association has made program suggestions to both the Industry Day chairman and host company officials, all final arrangements are determined by Federation and host company representatives.

Following the normal pattern, guest registrations began at 9:45 A.M. in the Greist Company cafeteria. Starting at 10:00 A.M. guides began escorting clubwomen through the plant, stopping at key points to explain the importance and significance of a particular operation in producing one of the wide variety of sewing machine attachments, contract parts or the Polaroid Camera manufactured by Greist for the Polaroid Co.

Most of the production steps viewed by the guests were: A variety of stamping operations performed by a wide range of presses from the semi-hand type to large automatics; acid bath treatment; heat treating; painting; assembly and inspection. Some of the guests were heard to remark, "Isn't it wonderful how fast they can do things with these wonderful machines. But you know, I wouldn't want to be one of those women doing the same thing over and over all day. It would be so monotonous it would bore me silly."

It was suggested that one of these guests who commented on the monotony of the work ask one of the women working on a repetitive machine operation how much she could earn in a 40-hour week. Much to her surprise, the woman operator said she earned



Mrs. Michael Stavnitzky, industry chairman, Conn. State Federation of Women's Clubs, is shown with Greist Vice President Hubert M. Greist, Jr.

anywhere from \$80 up to over \$100 on occasion. Overhearing this remark another clubwoman guest exclaimed, "that's more than my daughter, a college graduate, earns in a responsible private secretarial position with a legal firm."

Following the luncheon in the cafeteria Pelton Phelps, sales manager of Greist, introduced Mrs. Michael Stavnitzky, industry chairman, Mrs. Paul Plummer, second vice president of the Federation; Mr. Hubert M. Greist, Jr., vice president of the company; George McCaulley, assistant sales manager; L. M. Bingham, secretary of the Manufacturers Association of Connecticut; Mrs. George F. Hand, New Haven, county vice president of the Federation; and Mrs. Lowell Brown, president of the President's Council of the Federation.

Mr. Greist briefly welcomed the Federation women as guests of Greist and expressed the hope that they had enjoyed their experience of viewing firsthand the manufacture of the company's products. He then pointed out that Mr. George McCaulley would outline the company's history and present operations.

Mr. McCaulley then related in some detail that the company had been founded in 1873 at the present site by J. M. Greist, a highly skilled mechanic, to supply the then thriving sewing machine industry with attachments which would permit the machines to perform many additional sewing operations besides straight sewing. In addition to furnishing these attachments to all the leading sewing machine manufacturers in America and leading importers of sewing machines, he said the company's export business included servicing customers in some ten foreign countries.

During World War II, Mr. McCaulley reported that Greist's entire production was devoted to the war effort, which included the production

of the firing mechanism for the Bazooka tank gun, radar parts for airborne radio and components for motor mounts in aircraft engines. For efficiency in production, he said, Greist was awarded the Army-Navy "E" award with five stars.

Since World War II he reported that sales in the company's contract division had been increased in volume until now they total approximately 50% of the company's business as compared to only 10% pre-war.

Mr. McCaulley then stated that the company was presently employing a total of 594, whose average of continuous service was seven and a half years and who share in very liberal fringe benefits such as paid vacations, eight paid holidays, coffee period, profit sharing and retirement trust and health and accident insurance. He also enumerated several community activities in which the company participates, among which are: Sponsorship of original Little League in New Haven, including dedication of \$18,000 athletic field; sponsor of Junior Achievement Company; sponsor of Pee Wee Hockey Team; sponsorship and leadership of two Boy Scout Troops which meet in the Greist plant.

In closing, Mr. McCaulley itemized local, state and federal taxes paid by the company which together totalled \$1,004,027.62 in the year 1955.

In response to Mr. Phelps' request to say a few words, Mr. Bingham of MAC commented on the high income being enjoyed by all the people of the state because, and only because, of the high productivity and wages of Connecticut's industries. After declaring that higher local and state taxes and some types of regulations could bring on cloudy and discouraging business

weather that would be injurious to all the people of the state, he suggested that Federation officers and members remain alert at all times to these threats to their living standards in their own communities and at the state level, particularly during the forthcoming Connecticut General Assembly, meeting in January, 1957.

In closing Mrs. Stavnitzky thanked Greist officials for their splendid hospitality and for donating the amount paid by guests for luncheon to the Federation's scholarship fund.

Editor's Note—Member companies who have already participated in the Industry Day program, together with specific dates or years when they acted as hosts are: United Illuminating Co., New Haven, November 15, 1949; Raybestos Division, Raybestos-Manhattan, Inc., Stratford, March 16, 1950; Bigelow-Sanford Carpet Co., Thompsonville, October, 1950; Condé-Nast Publications, Inc., Greenwich, April, 1951; Landers, Frary & Clark, New Britain, October, 1951; Singer Mfg. Co., Bridgeport, March 19, 1952; Fuller Brush Co., Hartford, October, 1952; Winchester Repeating Arms Div., Olin-Mathieson Chemical Co., New Haven, March 12, 1953; Hamilton-Standard Div., United Aircraft Corp., Windsor Locks, November 10, 1953; International Silver Co., Wallingford, April 21, 1954; Ponemah Mills, Taftville, November 16, 1954; Wallace Silversmiths, Inc., Wallingford, April 19, 1955; Scovill Mfg. Co., Waterbury, November 17, 1955; Electrolux Corporation, Old Greenwich, April 16, 1956.



Head table guests, left to right, L. M. Bingham, secretary, MAC; Mrs. George H. Hand, New Haven County vice president of Federation; Mrs. Lowell Brown, West Hartford, president of the President's Council of Federation; Mrs. Paul Plummer, second vice president of the Federation; Mrs. Michael Stavnitzky, Winsted, industry chairman of Federation; Mr. Pelton Phelps, sales manager of Greist.



Dr. James W. Fifield, Jr. (left), pastor of First Congregational Church, Los Angeles, and Herbert V. Kohler, president, Kohler Co., Kohler, Wisconsin.

IN FREEDOM'S CAUSE

By HERBERT V. KOHLER, President
Kohler Co., Kohler, Wisconsin

Mr. Kohler spelled out so clearly, in a recent address delivered in Los Angeles, California, the threat to employers, employees and the nation caused by coercive tactics of certain unions, that CI secured permission to publish it in order that its readers might broaden their knowledge about union monopoly tactics.

■ I AM deeply appreciative of this opportunity to reaffirm my right of free speech, given to me by the Constitution, and re-established by the Taft-Hartley Act.

Three weeks ago I was on the witness stand an entire day, being grilled by National Labor Relations Board lawyers, on the basis of certain speeches I had made.

They produced a purported memorandum of a talk I gave at Birmingham, Alabama, which they said had come from a "friendly industrialist." I denied having made certain statements referred to in that memorandum.

A day or two later they called the "friendly industrialist" to the witness stand. He turned out to be a UAW-CIO (United Automobile Workers) press agent from Detroit, who had crashed the Alabama meeting under false pretenses.

It was an attempted denial of free speech. If the UAW-CIO lawyers, and the lawyers furnished them by the government, had their way, I would

not be talking at this meeting. That is a part of the coercive pattern.

The issue at Kohler Co. is not collective bargaining on wages, hours, and working conditions.

We acknowledge the employee's right to join a labor union and to be represented by a union if he so chooses.

Wages and Continuity of Employment

Our wages exceed those for our industry, for the State of Wisconsin, and for Milwaukee County, and greatly exceed those for the neighboring city of Sheboygan.

We have had group life insurance and group health and accident insurance since 1917, group hospitalization and surgical insurance since 1950, and a fully funded pension plan since 1948—before the UAW had any pension plan in any major industry.

We have not laid off a single permanent employee for as much as one day

DR. JAMES W. FIFIELD, JR.

Under the guidance of Dr. Fifield, the First Congregational Church of Los Angeles has become the largest Congregational Church in the world. He is known throughout the nation as a dedicated champion of American freedom. Below are Dr. Fifield's comments about Mr. Kohler.

"I have been a great admirer of Herbert Kohler for a long while. He has honored us by his presence. He speaks with judicious, calm and equitable fairness, but with intrepid fearlessness. If some other prominent industrialists in America had the lime in their backbone that he has in his, a lot of things would be different. As we face what may be a labor government in this country, with more of the same on a multiplied degree, we ought to be in a very sober and serious mood after having had the privilege of listening to Mr. Kohler. He has opened his heart and spoken out of great depth of conviction. There are many people that talk about things but expect somebody else to pay the check; here's the man who's paid the check. And he has pledged his honor to the finishing of the job. A little more of that in strategic places in our country could save the things that matter most."

in 18 years. This includes the difficult period of conversion to war work and reconversion to peace-time production.

A Harvest of Dues

The UAW-CIO did not come to Kohler with the high purpose of protecting downtrodden workingmen. They came to a company where physical working conditions are exemplary, where real wages had been maintained and earnings were high, to a field which appeared ripe for a harvest of dues.

In a Labor Board election in 1952 the UAW won by a bare majority, displacing a local independent union.

When the UAW first won the bargaining rights, we hoped for a time that we would be able to get along better with the "professionals."

The first contract with the UAW was signed in February 1953. We granted the union 12 cents in wages and 6 cents in fringes—an economic package of 18 cents per hour.

The union's regional director stated

publicly that this contract contained the most sweeping improvements of any first contract he had ever helped to negotiate.

Three months from the signing of the first contract the union was back demanding a 14 cents an hour wage increase. Their justification of this demand is interesting. They had asked for 26 cents in the first contract. They settled for 12 cents. So they said we still owed them 14 cents.

Meet Their Demands—Or Else

The fact is you can never settle with this union except on their terms. You meet their demands exactly, or else.

When the contract came up for renewal the union found itself in trouble.

They gained bargaining rights by a margin of less than four per cent.

Despite a frantic drive to hold and gain members, the UAW-CIO was losing membership. Something drastic had to be done. The union had to exact compulsory unionism or obtain extravagant economic concessions to hold its membership.

Their wage demand in negotiating a second contract was 20 cents per hour plus 10 cents per hour for so-called "skilled workers". The union had said many times since then that wages were not a principal issue in the strike.

Demand For Compulsory Unionism

The principal demand was for some form of "union shop"—i.e., compulsory unionism.

It is our belief that the company has no more right to force an employee to join a union to get or hold a job than it has to prohibit his joining a union.

Kohler Co. is opposed to any form of compulsory unionism.

The widespread public support of our position in this respect has caused the union to drop this demand temporarily.

But, and make no mistake about it, this issue is never abandoned. The UAW-CIO is as violently opposed as ever to "right-to-work laws."

The union's demands for increased power included:

- No shop rules to be established except with the union's agreement.
- Work schedules to be fixed by agreement with the union, with no increase or reduction of hours except with the union's approval.
- The union to have control of what work should be done by the company and what work should be sub-contracted.

- Automatic wage progression with elimination of merit increases in "non-incentive" day-work pay.
- Super-seniority for union officials and shop stewards.
- Strict seniority with no regard to competence and reliability in promotion to better jobs—in transfers, in layoffs and recalls.
- Arbitration of practically everything except wages.

It is a mistake to assume that because a union makes certain demands that all of its members favor those demands, that everyone who joins the union does so voluntarily.

Coercion of the individual to join is not limited to a strike period. There may be refusal to help the new employee "learn the ropes" unless he joins—there is the "cold shoulder" treatment—accidents may occur to the non-union man's work to make it look faulty. Such techniques are effective.

The threat of the union shop is used. "When we have a union shop you'll be out of luck"—(and my language is restrained).

Many of our employees who tried to come to work through the massed picket line at one time had yielded to the pressures and joined the union.

In negotiating for a second contract the company offered a wage increase, which, with increases already granted, made a total of 18 cents plus 6 cents per hour in fringes, in one year.

The company also offered to make the minimum benefit under the Kohler Pension Plan equal to the maximum benefit under the UAW-CIO plan for equivalent length of service. In 95 per cent of cases, benefits under the Kohler fully-funded plan already considerably exceeded those under the UAW non-funded plan.

UAW-CIO Strikes

A strike vote was taken March 14, 1954.

The union boasted that there would be no production—no one would go through the picket lines.

Monday morning, April 5, 1954, the strike began. Mass picket lines, including many strangers, blockaded the plant gates from the first hour. In the forefront were the professional strikers dispatched from Detroit.

No one could go through the picket lines to his job.

There has not been one day since then when any one who wanted to work at Kohler could do so without fear of violence to his person, his family, or his property.

We kept the gates open—but the mass picketing prevented traffic into and out of the plant for 54 days.

The Wisconsin Employment Relations Board found the union guilty of illegal picketing and directed the union to "cease and desist" from its illegal activities.

The union continued to mass pickets



When four window-smashing attacks fail to keep him from his job, a veteran Kohler Co. employee gets paint bomb treatment at his home in Sheboygan. Nevertheless he reports for work next morning, his 33 years of service uninterrupted by the union's campaign of lawlessness.

at the gates, and three days later staged a serious riot.

The WERB filed a petition in Circuit Court for an injunction to enforce its order. The union then announced it would comply.

On June 1, 1954, the picket lines were reduced.

As soon as the lines were open, men and women came streaming in—all unsolicited.

Picketing of Homes

Then began the picketing of homes of non-strikers. Mobs of hundreds of strikers and sympathizers, howling and hooting, threatened non-striking employees and their families. This was finally stopped by an injunction.

There have been more than 800 incidents of violence and vandalism away from the picket lines. These included gunshot blasts into homes, dynamiting of automobiles and buildings, paint bombings, window smashing, tire slashings, the throwing of acid onto automobiles and inside houses.

Even animals were not immune; dairy cows were slashed with razor blades, and pigs were poisoned.

Personal Outrages

There have been flagrant, personal outrages.

Two non-strikers, Willard Van Ouwerkerk and William Bersch, were the victims of especially vicious assaults by the UAW representatives imported from Detroit.

For assaulting Van Ouwerkerk, stamping on him and puncturing his lung, one William Vinson, UAW "morale builder," was sentenced to one to two years in Wisconsin State Prison.

William Bersch never did regain his health, and died last October. John Gunaca, UAW-CIO representative wanted for assaulting William Bersch, and breaking his neck, is a fugitive from justice. Michigan's Governor Williams has refused to extradite him to Wisconsin.

Official Policy of Union

Make no mistake about it. This flagrant misconduct is not due to over-exuberance of the pickets as the union claims. This is an official policy of the union.

Let me quote from page 17 of a booklet the UAW has issued on the strike:

"America could have no finer example of the inequities of the anti-labor injunction and the Taft-Hartley law. The law enables the Company to recruit scabs to steal the jobs of men and women on strike. The law prevents the men

and women on strike from keeping the scabs out of the plant."

That is their official position.

They claim the right to say who may work for a living and who may not.

They claim the right to say when an employer may operate his plant.

Brazenly they claim the right to use force and violence to "keep the scabs out of the plant."

And any law which prevents them from doing so is branded by them "immoral and anti-labor."

Riot Condoned By Public Officials

You may recall that last summer the union engineered a one-day riot at a Sheboygan, Wisconsin, dock on Lake Michigan to stop the unloading of English clays (used in our pottery) from a Norwegian ship. Non-striking employees were attacked. Unloading equipment was damaged.

Union-elected public officials stood idly by.

The rioters were not and still have not been prosecuted or even arrested.

Haled into Federal Court by the ship owners and the clay owners, the UAW's general counsel from Detroit had no defense, but stipulated that the union would not do again—what its leaders denied it had done before—and consented to the entry of an injunction.

Issue Facing American Public

Are unions entitled to engage in violent, coercive and illegal conduct to enforce their demands?

This is the issue we have been facing at Kohler the past two years.

That is the issue that faces the American public.

If we have added any thing new to the solution of that issue it is this:

From the beginning we have refused to carry on contract negotiations while the union was engaging in mass picketing and other open and flagrant illegal conduct.

We took the position that we would not bargain under the duress of illegal coercion.

We have nothing to offer as the price of the union's living up to the law.

Political Coercion

We have had to withstand many pressures.

Many captives of the union's political power have sought to abuse their official position to pressure us and aid the union.

There was the judge whose sole connection with the case was to decide whether or not he had jurisdiction to

enjoin the Wisconsin Board from outlawing illegal picketing. Instead, he called us into chambers and laid down a formula for the settlement of the strike.

We told him that his proposal amounted to nothing more than the purchase of law obedience from the union.

We have had a governor, United States senators, and a mayor try to force us into changing our position.

The Secretary of Labor of the United States brought pressure onto the Army to cancel our Government contract.

Law enforcement officers have thought it politically expedient to put pressure on the company to yield rather than to do their duty and enforce the law.

To all this we have had one reply. So long as illegal conduct is rewarded by favorable settlements—so long will unions continue it.

Abuse of Legal Means

Now we are experiencing another form of coercion by abuse of legal means.

The National Labor Relations Board brought a case against us on complaint of the union.

We were charged with refusal to bargain in good faith. The prosecuting branch of the NLRB still adheres to the union's definition that to bargain in good faith means that you must give the union whatever it wants. The Taft-Hartley Act says the contrary, in unmistakable language.

At first their major reliance was on the fact that we refused to bargain while our plant was shut down by an illegal blockade. They have now dropped this claim and concede that we were not required to bargain under the duress of illegal coercion by the union.

Another charge is that we discharged 90 of those guilty of the most flagrant illegal conduct and that we included union officials who had openly promoted and directed the illegal blockade of our plant.

As to 12 of those discharges the NLRB agreed with us, and, after 106 days of hearing, they have now announced that they agree with us on six more.

But their attorneys do not agree with us on the union officers. They say it's all right to discharge the man who hit someone, but you can't fire the union official who told him to do it.

These union officers were found guilty of illegal conduct by the Wisconsin Employment Relations Board. The Wisconsin Supreme Court found that there was "credible and competent

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BETTER DISTRIBUTION METHODS



CUSTOMER IN COLUMBUS needs a special proprietary chemical immediately. Manufacturer of the chemical has none on hand — nearest stock point is 350 miles away. Situation desperate, can Merchants do something?



MERCHANTS' MAN IN CINCINNATI calls the manufacturer, locates several drums of the chemical at the plant of a nearby soap company. They agree to lend three drums to meet the emergency. Merchants' truck makes the pickup.



AT MERCHANTS' WAREHOUSE, the drums are loaded into the car of "Dutch" Spatta, manager of Merchants' Cincinnati office. Regular delivery by truck will take too long.



A FAST 108 MILES LATER "Dutch" delivers the drums in time to keep production going. It was somebody else's product and somebody else's problem, but Merchants again lived up to its reputation for helping a customer out of a jam.

WHY MERCHANTS' CINCINNATI MANAGER DROVE 108 MILES TO DELIVER SOMEBODY ELSE'S PRODUCT —

At Merchants, service goes beyond the mere filling of orders for industrial chemicals. Each office of Merchants' nationwide chain makes a point of becoming familiar with its customers' problems. In the past 35 years Merchants has frequently

"walked the extra mile" to help a production man out of a tight spot. Among the products offered are acids, alkalis, fungicides, surfactants, chlorinated solvents, emulsifiers, laundry compounds, soaps, dry ice and chemical specialties.



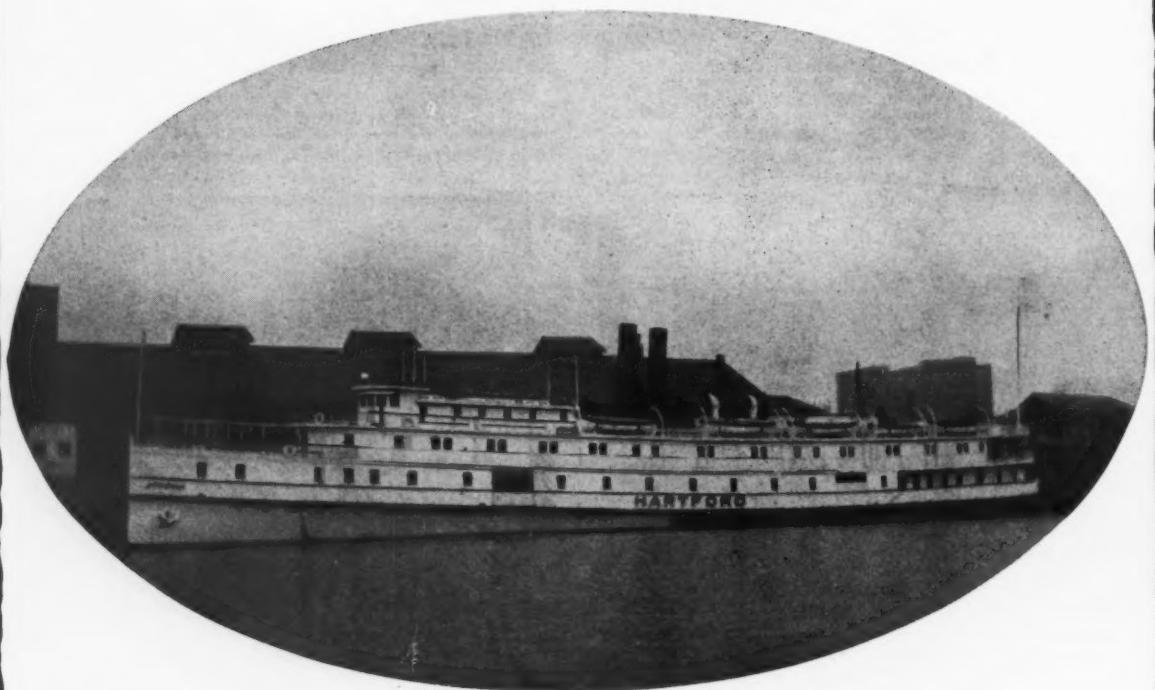
MERCHANTS CHEMICAL COMPANY, INC.

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The 'Hartford Boat' . . . Fresh in the memories of many Hartford residents are the glistening white steamboats that sailed from the foot of State Street from 1824 until 1931. Surviving well into our era of modern transportation, the picturesque steamers contributed much to Hartford's growth and prosperity, transporting passengers and cargo to New York, Long Island and ports along the Connecticut River.

Pratt & Whitney, too, has played an important role in Hartford's progress. For almost a century, the Company has developed and produced machine tools, cutting tools and gages that have become known throughout the world for their quality and accuracy. These years of steady growth and international reputation have made possible an ever-increasing contribution to the prosperity of the Greater Hartford Community.

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News Forum

This department includes a digest of news and comment about Connecticut industry of interest to management and others desiring to follow industrial news and trends.

◆ CHARLES M. BAKER, JR. has been appointed to the newly created post of division manager for the Westerly Division of The Cottrell Company, Westerly, Rhode Island, a subsidiary of Harris-Seybold Company, Cleveland. The appointment was announced by George S. Dively, chairman and president of both Harris-Seybold and Cottrell.

Formerly director of manufacturing for Cottrell, Mr. Baker will now have the responsibility for the Westerly Division's financial, personnel and manufacturing operations. He joined Cottrell in February of 1955, moving up from the post of assistant division manager at Harris-Seybold's Dayton, Ohio plant.

The 101-year-old Cottrell firm, acquired by Harris-Seybold in 1953, designs and builds rotary presses for the printing and publishing industry.

◆ VIRTUALLY all problems encountered with conventionally used materials in three major reinforced plastic fields are said to be eliminated by the use of the new Feutron mechanically interlocked felts recently developed by the American Felt Company, Glenville.

According to a technical bulletin prepared by the company, the new Feutron felts, which are of 100 per cent synthetic fiber construction, provide reinforcement materials with ex-

ceptional properties, particularly advantageous in the field of low pressure lamination.

The three reinforced plastic fields in which the new felts are said to be especially suitable are those concerned with specialized electrical and electronic equipment, with overlays in fiberglass mat bodies, and with uses where chemical or corrosion resistance is necessary.

Seven features which Feutron mechanically interlocked felts offer to the low pressure laminate field are listed in the bulletin as follows: Smooth, fiber-free surface; three dimensional strength properties; excellent uniformity of weight and thickness; good draping and tailoring properties; good resin pickup (wettability) because of large amount of fiber surface available; good resin to fiber adhesion; high strength and elongation properties which may eliminate the need for pre-forming in deep draw applications and prevent tearing in vari-speed molding applications.

◆ A NEW, low-cost solenoid valve, designated C-series, for control of air, water, oils, gasoline and many other fluids and gases is now offered by the Skinner Electric Valve Division of The Skinner Chuck Company, New Britain.

The new brass-bodied Skinner valve weighs only 12 ounces. It is a packless, direct-acting valve, with only two mov-

ing parts; positive closing is provided by a spring return. The maker claims the valve to be bubble-tight, even on vacuum.

Typical applications for the C-series solenoid valve include automotive fuel systems, welding equipment, vending machines, lubricating devices and systems, spraying equipment, air horns, instruments and automated machine controls, water softeners and humidifiers.

◆ DESIGN and ordering information on stampings and deep drawings is included in a new six-page brochure published by Stanley Pressed Metal, Division of The Stanley Works. The brochure illustrates blueprints of some tough design problems which were solved by the company's technicians. Materials, tooling, time requirements and operations are also covered in the brochure.

Copies of the booklet are available from the company.

◆ SEVERAL new appointments in the sales and engineering staffs of the Tuttle & Bailey Division of Allied Thermal Corporation, New Britain, have been announced by Stanley Hart, company president.

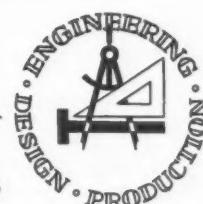
Donald D. O'Neill, for several years manager of Tuttle & Bailey's New York office, has been appointed general sales manager, and will supervise all sales activities and will administer overall sales policies of the company.

Richard D. Tutt, who has been chief engineer of the company for 10 years, has been appointed director of marketing. Robert S. Rickabaugh, who continues as sales manager of the Heating Products Division, will also direct the sales of electrical and electronic devices; Frank W. Adams moves up

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from assistant sales manager of the Air Distribution Products Division to sales manager of that division and William L. Batchelor has been named chief engineer of the company, with direct supervision over activities of the research laboratory and engineering staff.

◆ DOUGLAS H. THOMSON, general manager of the Horton Chuck Division of the Greenfield Tap & Die Corporation, has recently reported a considerable increase in sales for 1956. An important factor in this rise in sales was attributed to a new and effective advertising campaign which was designed to accomplish five main objectives:

Rejuvenating the Horton name, the oldest chuck manufacturer in the country; stimulating Horton representatives and distributors by "breaking the ice" with leading lathe manufacturers; establishing Horton superiority by tying in an old chuck manufacturing name with leading lathe manufacturers; increasing both original equipment and replacement business; supporting important distributors in full page advertisements.

◆ THE WATERBURY FARREL FOUNDRY & MACHINE CO. is offering a new 36-page two-color, fully illustrated book cataloging, for the first time in one volume, its complete line of rolling mills and rolling mill auxiliary equipment for ferrous and non-ferrous metal.

Covering over 25 different types of machinery, the plastic bound catalog has its contents conveniently grouped into three sections covering 1) Main Equipment: Strip Mills, Rod Mills, Special Mills, Gang Slitters and Chain Draw Benches; 2) Auxiliary Equipment for Strip, Rod, Wire and Tube Mills, and 3) Reference Tables including strip coil weight and length calculating graphs and tandem rod mill rolling schedules.

Copies of the book may be obtained without charge by writing for Catalog R, The Waterbury Farrel Foundry & Machine Co., Waterbury.

◆ A CITATION commemorating the fiftieth anniversary of the Fletcher-Terry Company, Bristol, was presented to the company recently at special ceremonies at the company offices.

The presentation of the citation from the Manufacturers Association of Connecticut was made by Mayor James P. Casey who had accepted the award on behalf of the city from Carlyle F. Barnes, president of Associated Spring Corporation, and a director of MAC, who represented the Association. Fred S. Fletcher, treasurer and directing head

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Mayor James P. Casey presents MAC citation, marking half-century in business in the state, to Fred S. Fletcher for the Fletcher-Terry Company. At right, Carlyle F. Barnes, president of Associated Spring Corp., Bristol, and a director of the Association.

of the company for its entire 50 years, accepted the citation.

The award cited the company for "service to the people of Connecticut and this nation through manufacture of a meritorious product which has resulted in payrolls providing sustenance, comfort and happiness to families of Connecticut."

The company manufactures glass cutters, wood scrapers, electric putty softeners and an automatic glass cutting machine.

In presenting the citation on behalf of the Association, Carlyle F. Barnes pointed out that in Connecticut "industry is people. Fletcher-Terry," he said, "gives these people more than payroll. It contributed to the betterment of life in its own community area through contributions to local, civic and welfare organizations of great variety."

"Fletcher-Terry is an outstanding example of how free enterprise benefits Connecticut, the state known as a happy

example of free enterprise in terms of humanitarian benefits."

In accepting the citation, Fred S. Fletcher said, in part: "We are glad that we are located in Bristol, and we are mindful of the many factors that make it possible for industry to progress here in Connecticut. In Bristol there are steady and skilled people, with good schools and facilities for their families, there are sources of supply for commodities used in manufacturing . . . We hope that our company can stay here and continue to prosper for many years to come."

♦ EVARTS C. STEVENS, SR., chairman of the board of the International Silver Company, Meriden, died recently at Meriden Hospital.

Mr. Stevens, who was in the silver industry for 50 years, rose through the ranks from foreman to factory manager, vice president in 1928 and president in 1935. When he relinquished the post of president in February, 1951, he became chairman of the board of directors and his brother, Maltby Stevens, who died in June, 1955, became the president.

Evarts Stevens, who took part in numerous civic, banking and business activities, was born in Wallingford in 1885. He came from a line of silversmiths, his father and grandfather both having been engaged in the industry.

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EVARTS C. STEVENS

The firm of Maltby, Stevens & Company was started in 1878 in Shelton, and moved to Wallingford in 1882. The firm was incorporated as Maltby, Stevens and Curtis Company, and later became the Watrous Silver Company. When it was acquired by the International Silver Company the firm was designated as Factory P.

Mr. Stevens was a director of the former Manning, Bowman and Company; he headed the Dime Savings Bank of Wallingford from 1917 to 1929; was a member and secretary of the Wallingford Board of Education from 1924 to 1928 and also a member of the Wallingford Borough Board of Water Commissioners.

He was chairman of the Open Shop Conference of Connecticut and its Emergency Advisory Board. He also served as a director of the Manufacturers Association of Connecticut and the Manufacturers Association of Meriden, and was on the executive board of the Southern Connecticut Branch of the National Metal Trades Association.

Mr. Stevens is survived by his wife and two sons, Evarts C. Stevens, Jr., of New York, and John B. Stevens, of Wallingford, an official of the International Silver Company, who is carrying on the tradition of his family in the silver industry as a fourth generation in an unbroken line. There are also six grandchildren, a brother and a sister.

◆ ROBERT K. MACKENZIE has been elected controller of Bigelow-Sanford Carpet Co., Inc., it has been announced by James D. Wise, chairman of the board.

Since 1954 Mr. MacKenzie has been treasurer, secretary and director of Dumont Enterprisers, Inc., of Englewood, N. J., a custom packing company. Previously he had been controller and principal accounting officer of E. R. Squibb & Sons, and vice president of all international subsidiaries.

◆ THE APPOINTMENT of Richard G. Edwards to the newly created post of director of merchandising for the American Hardware Corporation, New Britain, has been announced by Evan J. Parker, president.

Following graduation from Harvard University in 1931, Mr. Edwards joined the Chase Brass & Copper Company and became sales promotion manager for the New York metropolitan area. Later he became affiliated with Patterson Brothers Hardware Company of New York in the capacity of sales manager and subsequently joined the American Hardware Corporation as assistant purchasing agent.

He served with the U. S. Navy during the war and returned to the American Hardware Corporation as sales manager of P. & F. Corbin Division. In 1947 he joined the Stanley Works of New Britain and in 1943 was appointed director of merchandising.

◆ THE ATRAX COMPANY, Newington, has announced a new "1903" series of miniature hole grinding burs designed to meet the need of grinding extremely small holes in hardened steel up to Rockwell C-64.

There are 17 different tools in the series, all on $\frac{1}{8}$ " shank. The tool was developed by the Atrax Company to replace mounted grinding points regardless of materials to be ground or hardness, etc.

◆ AN AGREEMENT devised to establish two independent sources of supply for the world's most precise subminiature rate gyroscope was announced jointly by Sanders Associates, Inc. of Nashua, New Hampshire and The United States Time Corporation, Waterbury.

Heretofore, Sanders Associates, who designed the unit, has primarily been concerned with research and development while building up a modern production line. All gyros produced by Sanders have been sold to Time for resale. U. S. Time, operating under license from Sanders, and primarily devoting its efforts to process engineering and volume production of the gyro, has achieved a production of considerable and increasing volume over the past three years.

Under the new agreement, Sanders Associates, as well as continuing its research in this field, will become a completely self-contained source of supply for the unit and related instruments. U. S. Time, which has established its own research laboratories in Irvington-on-the-Hudson, plans to engage in researching and developing the gyro and related instruments, and plans as well to step up its volume pro-

duction of the unit in view of the increasing demand by missile and airframe manufacturers.

♦ THE A. W. HAYDON COMPANY, Waterbury, has issued a new bulletin, bringing up to date their complete line of Basic Elapsed Time Indicators. The 7500 series DC units employ time-proven standard or chronometrically governed DC motors, while the 12500 series AC units employ synchronous 50 or 60 cycle motors and 24200 series use synchronous 400 cycle motors.

Supplied with five digit counters, these small units are compactly designed to keep weight to a minimum. A wide variety of range or motor types can be supplied to meet specific requirements. Reset type units and hermetically sealed housings are also available.

♦ C. J. WILSON has joined The Bullard Company, Bridgeport, as director of manufacturing, it has been announced by E. C. Bullard, president and general manager.

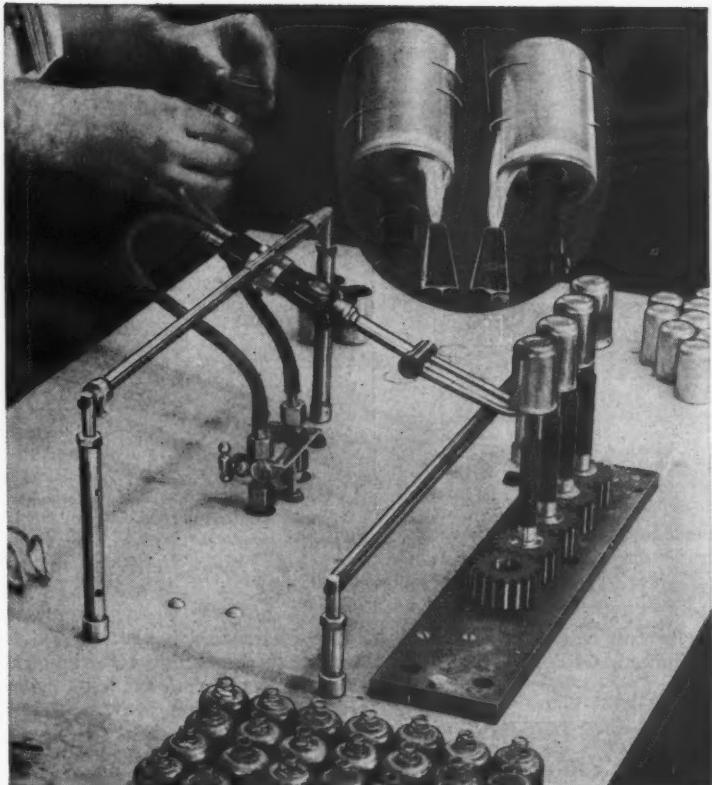
Mr. Wilson majored in electrical engineering and became employed by the Westinghouse Corporation upon graduation from the University of Colorado. For the past several years he has served in top management capacity and before joining The Bullard Company was works manager of the Mergenthaler Linotype Company in Brooklyn.

♦ A NEW stub tap designed and manufactured specifically for use in screw machines has been announced by Pratt & Whitney Company, Inc. Shorter in length, this new cutting tool incorporates features which are said to eliminate most of the tapping difficulties encountered when using conventional taps in screw machine operations.

Most notable features of the new tap are a necked shank for generous lubrication; a spiral point to reduce torque and improve chip disposal; and a short thread length to counteract the tendency to produce bellmouth threaded holes because of misalignment.

♦ THE RUSSWIN SCHOOL OF FINISHING HARDWARE of the Russell & Erwin Division, The American Hardware Corporation, concluded another eight-week course recently for representatives of large distributor firms in the United States at the company office building. The course was attended by eight distributor representatives and three company employees.

Purpose of the course is to train beginners in the studies of builders' hardware and to give advance training on



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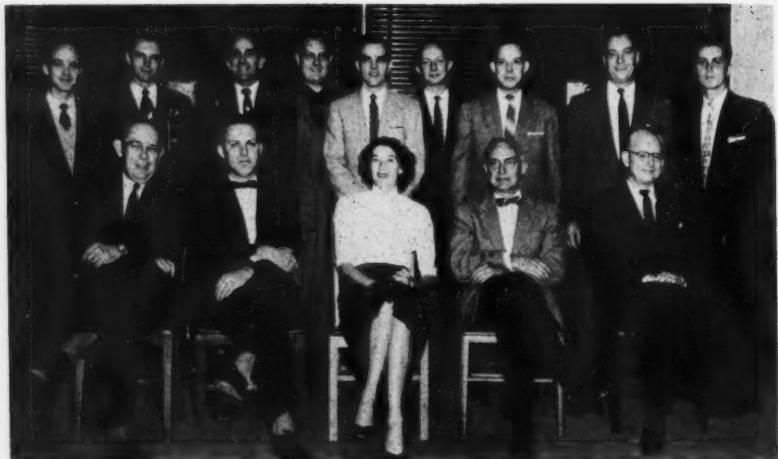


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Students of the Russwin Hardware School have completed 320 hours of training in the classroom and in numerous departments of the plant. In the picture are: Front row, left to right, R. O. Miller, instructor; E. H. McCulloch, general sales manager; Mrs. E. Rau, Builders Hardware Corp.; W. J. Ziegenhein, vice president; V. H. Verby, promotional manager. Second row: D. Barton, R. Jones, M. Grady, M. Schroeder, D. C. Ellis, J. A. Wagstaff, R. Taylor, S. Superson and C. E. Holden, all distributor representatives.

contract builders' hardware.

Used in connection with the course was the Russwin sales training manual compiled and edited by W. J. Ziegenhein, vice president in charge of sales of the Russell & Erwin Division of the American Hardware Corporation and R. O. Miller, instructor of the school.

♦ A HYPERSONIC wind tunnel capable of simulating flight conditions at extremely high altitudes and operating at speeds up to ten times faster than the speed of sound, or 7,600 miles an hour, is one of three new wind tunnels recently added to the high speed laboratory of the Research Department of United Aircraft Corporation.

Research conducted in the hypersonic tunnel will be devoted initially to exploring the effects of heat on airplanes flying at high speeds and altitudes, commonly described as the "thermal barrier." The other two tunnels will be used principally on problems concerning the design of inlets and exhausts of jet turbine and other advanced type engines.

♦ THE RIPLEY COMPANY, INC., Middletown, has just announced a new street and highway light control, Model 5910, which is described as a versatile, compact unit engineered and tested to give high dependable performance plus money-saving low maintenance.

The Ripley Sunswitch is said to feature a weather-proof, unbreakable, aluminum housing which eliminates the costly problems of breaking, crazing, cracking, changing of color.

The one tube circuit incorporates a crystal photocell. The electronic unit is completely isolated from power line. It is adaptable to unlimited installations—luminare pole or cross-arm, ballast, pole top, standard mast arm, replacement chassis for existing photoelectric luminaires, and many other uses.

♦ HARRY G. MCKENZIE has been named general sales manager of the Gray Research and Development Com-



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pany, Inc., of Manchester, producers of home high fidelity systems and electronic equipment for the radio and television industries, according to an announcement by Newland F. Smith, vice president. The company, which also does top secret work for the Armed Forces, is a subsidiary of the Gray Manufacturing Company of Hartford, producers of Audograph dictating machines and PhonAudograph telephone dictation systems.

Before joining Gray last June, Mr. McKenzie was southern representative of the Rudolph Wurlitzer Co., North Tonawanda, New York, producers of coin-operated phonographs.

◆ THE APPOINTMENT of Earle A. Davison as general manager of Joseph Merritt & Co., Hartford, has been announced by P. J. Merritt, president. Mr. Davison, who has been with the company for eleven years, thus becomes the actual operating head of both the production and sales departments while continuing to hold his position as secretary of the corporation.

◆ A NEW 50 page, colorful catalog describing over 700 carbide and carbide tipped tools has just been issued by the Nelco Tool Company, Manchester.

Comprising one of the most comprehensive lists of carbide tools, this new catalog illustrates by photograph each tool in the Nelco Standard line. Complete descriptions, specifications and prices are given for each Nelco tool. Copies may be obtained from the company.

◆ THE MITCHELL-BRADFORD Chemical Co., Milford, has announced two new products for the metal finishing industry.

Alkaline De Ruster #2 is an alkaline salt mixture to be mixed with water and used non-electrolytically at 180°F. to boiling to remove rust quickly and economically. It will also remove many types of paints. Because it is an alkaline mixture the manufacturer claims it will not cause hydrogen embrittlement, will not attack the base metal, is non-toxic and after removing rust, tends to prevent further rusting or oxidation of the base metal.

Emulsion Cleaner #26, the second product, is a new organic emulsion cleaner designed for easy removal of heavy oils, greases and soils. It can be cut with seven or more parts kerosene or Stoddard Safety Solvent and used at room temperature. It can be used prior to an alkaline cleaner and is

said to remove grease and grime quickly from metal.

◆ CLYDE R. DEAN, JR., director of export sales of Yale Materials Handling Division, The Yale & Towne Manufacturing Company, has been promoted to general sales manager, according to an announcement by John A. Baldinger, general manager.

Mr. Dean has spent his entire business career, almost 20 years, in the materials handling industry.

He is a graduate of Oregon State College with a degree in mechanical engineering. He is affiliated with the Chamber of Commerce of the United States, the National Sales Executives and the Foreign Trades Association of Philadelphia.

◆ C. V. CHAPIN, purchasing agent of The Bristol Brass Corporation, Bristol, headed a list of 94 veteran employees who were honored at the company's annual service award dinner held recently in Bristol. Mr. Chapin joined the company in 1916 as a bookkeeper. He established the first purchasing department for the firm and has been in charge of purchasing for the past 30 years.

The 94 employees, whose combined



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STAMFORD, CONNECTICUT

service amounts to a total of 1600 years, each received a service pin commemorating his service anniversary.

♦ A NEW CORPORATE scholarship program aimed at providing Underwood Corporation with a continuing supply of top flight engineering and technical personnel from within the company was announced recently by D. J. Crombie, vice president of industrial relations.

Under the scholarship program technical and engineering employees will be encouraged to expand their knowledge by taking advantage of free tuitions paid for by the business machine company.

Eligible for the educational grants are employees of the typewriter plant and General Research Laboratory in Hartford, the accounting and adding machine factory at Bridgeport, as well as employees of the company's Long Island City, N. Y. and Burlington, N. J. plants.

♦ AN APPROVED type certificate for a new hollow aluminum aircraft propeller blade has been granted by the Civil Aeronautics Administration to Hamilton Standard division of United Aircraft Corporation. Erle Martin, general manager, revealed that the blade "is one of the most important steps forward in propeller design in the past ten years."

Under development for the past six years, the blade has been selected for Lockheed 1649A Constellations on order by Trans-World Airlines and Lufthansa of Germany, and Lockheed propeller-turbine Electras ordered by KLM of Holland.

The new blade is significant, Mr. Martin said, "because it provides the lightest, strongest structure to do the propeller's job. Its saving in weight over conventional solid aluminum alloy blades means that propeller hubs can be lighter. The end result is a propeller which absorbs more horsepower per pound of weight than any other type in propeller history."

♦ THE BRISTOL COMPANY, Waterbury, has announced that portable, self-contained, pH measuring and recording instruments requiring no external power supply are now available for field surveys of stream pollution, waste-treatment plant effluent, and industrial water supplies, as well as in-plant studies at locations where a permanently mounted pH recorder is not desired for any reason, or where power is not available.

The new device consists of two units: A Bristol Model 524 pH recorder and a Beckman N-2 amplifier. The two units together weigh less than 50 pounds and are arranged for easy

transport from one location to another. Temperature compensation is by means of a manual adjustment, after reading the temperature of the liquid being tested. Various types of electrodes are available, including those for immersion, flow, and laboratory applications.

♦ CORRUGATED CONTAINERS, INC., Hartford recently observed its tenth anniversary in the manufacture of containers made from corrugated paper.

Founded by Mathewson A. Turner in 1946, the company has grown despite heavy damage from 1955 floods, and continues to meet its expanding customer requirements with on-time production and shipping schedules.

♦ A WIDE VARIETY of its wire-reinforced fabric ductings will be exhibited by the Flexible Tubing Corporation, Guilford, at the 8th National Plant Maintenance and Engineering Show at Cleveland's Public Auditorium from January 28 through 31.

The Flexible exhibit will feature industrial Vac-U-Flex, the company's recently developed lightweight, extremely tough vacuum cleaner hose for industrial, commercial and institutional use. Flexible will also show its complete line of Spiratube and Flexflyte for handling of air, dust, gases, fumes, and a variety of materials that can be conveyed by blowing, suction or gravity flow.

♦ THE APPOINTMENT of S. Wells Pelcher as personnel manager of the Perkin-Elmer Corporation has been announced by Richard S. Perkin, president.

Prior to joining Perkin-Elmer, Mr. Pelcher was the technical recruiting manager of the Norden-Ketay Corporation. He has also been associated with the W. L. Maxon Corporation and Plax-Emhart Corporation as personnel manager.

A native of West Haven, Mr. Pelcher attended Rensselaer Polytechnic Institute, Yale University and the Cornell University Extension School.

♦ ALLEN W. ROCKWELL has been named vice president in charge of the Waterbury Division of The American Brass Company. He succeeds Ralph T. Benedict, who retired after 52 years of service. The announcement was made by John A. Coe, president.

Mr. Rockwell entered the employ of the company in the east tube mill of the Waterbury Division in 1935, after attending Colby College. In 1938 he joined the division's personnel and employment office, and the following year was appointed labor supervisor.

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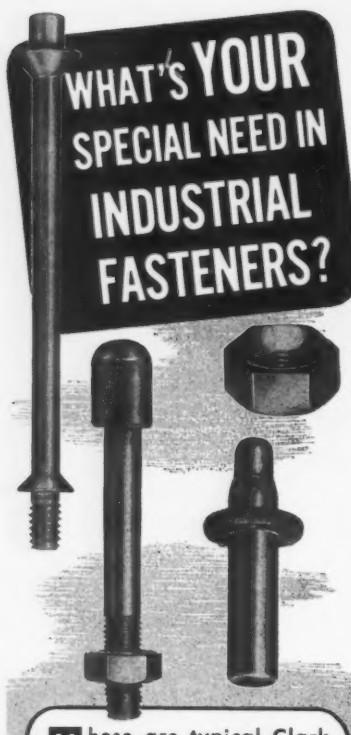
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Twelve Austrian businessmen on tour of the United States under the auspices of the State Department termed a recent visit to The Connecticut Light and Power Company the "highlight" of their two-day stay in the Nutmeg State. President Sherman R. Knapp, of CL&P, center, is shown giving the foreign visitors some idea of how a typical American gas and electric utility operates.

From 1946 to 1953 Mr. Rockwell was division works manager. He was made manager of the division three years ago.

♦ SIKORSKY AIRCRAFT division of United Aircraft Corporation has announced plans to add an additional 433,200 square feet to its new Stratford plant.

The addition will include engineering, office space, laboratories, prototype aircraft manufacturing area, a hangar for experimental aircraft, a cafeteria, plus office space for service, technical publications, and allied personnel.

♦ THOMAS E. ROUNDS, formerly chief engineer of the Barden Corporation, Danbury, has been appointed vice president and chief consulting engineer, according to an announcement by J. Robert Tomlinson, president.

Mr. Rounds joined Barden as chief engineer in 1943, the year after the company was established. He will be succeeded in that position by Bruce L. Mims, formerly assistant chief engineer.

♦ EDWARDS CO., INC., Norwalk, has become associated with the Pyrotechnics Division of Baker Industries to manufacture the control panels and auxiliary equipment for a new fire detector system, it has been announced by John L. Taylor, vice president of sales for Edwards Co.

The new product will be marketed under the name "Pyr-A-Larm, the Nuclear Sentry." The feature of this newly developed equipment is the fact that it detects fire before it develops. This is made possible by a new radioactive fire detector and alarm system, all of which has the approval of the

Underwriters' Laboratories and Factory Mutual Laboratories.

"Pyr-A-Larm" is said to operate on an entirely new principle and does not need the presence of heat, smoke or flame for operation. The invisible and minute products of combustion will trigger the detectors, and yet its design is so engineered that it eliminates false alarms.

♦ S. CURTIS AND SON, INC., Newtown, paper box manufacturers, held open house recently at its new plant addition. Visitors were shown the printing presses and other equipment in action, the plate and die rooms, quality control and design departments.

The company was founded in 1845 by Samuel Curtis, great-grandfather of Nelson G. Curtis and H. Gould Curtis, who represent the fourth generation of the Curtis family associated in the business.

The concern was originally known as the Berkshire Company, when it carried on the manufacture of buttons and decorative combs from horns and hooves brought to the factory by local farmers, and later shipped to the West. Boxes were originally made only for packaging the firm's own products, but by 1920 the packaging industry became increasingly important. At the present time the plant is manufacturing boxes for packaging nationally distributed products, and its employees now number more than 100.

♦ THE BODINE CORPORATION, Bridgeport, manufacturers of machine tools, announced recently the establishment of a profit sharing and retirement plan for all employees.

A. V. Bodine, president and founder of the 23-year old company, said the plan "marks an important step forward in the development of our company."

He pointed out that it afforded all members of the company an opportunity to participate in profits resulting from the application of their creative, engineering and productive skills.

Basically, the plan calls for each full-time employee to become eligible for participation in the plan with the company paying the costs each year out of profits. Benefits will be available for retirement, permanent disability and to beneficiaries in case of death.

♦ THE ELECTION of J. Frank Byrne to the position of vice president of The Ensign-Bickford Company, Simsbury, has been announced by Robert E. Darling, president. At the same time Mr. Darling announced the appointment of W. Floyd Hamilton to the post of director of manufacturing.

Mr. Byrne joined the company in 1928 and has served as assistant superintendent, superintendent, manager of standards and for 14 years as director of manufacturing.

Mr. Hamilton, a graduate mechanical engineer, joined the company in 1927. Prior to his new assignment he has been concerned primarily with engineering phases of the company's business, serving as director of engineering. He was elected an assistant secretary of the firm in 1951.

♦ AT A RECENT MEETING of the board of directors of the Prat-Daniel Corporation, South Norwalk, Conrad H. Pinches was elected president of the firm.

Louis C. Whiton, one of the founders, who has been its president for 32 years became chairman of the board.

Mr. Pinches joined the corporation over 20 years ago as an engineer. He subsequently became executive vice president and treasurer, and continues to retain the position of treasurer.

Prat-Daniel is well known as a manufacturer of fans, blowers and dust collectors used primarily in steam power plant installations, and of the Thermo-bloc and Panelbloc heaters which are used for the heating of industrial plants.

♦ THE NEWEST MODELS of electronic tubes of the display of radar information and the "photographing" tube of television cameras were viewed by visitors who attended the opening of the newly completed addition to Machlett Laboratories, Stamford.

Machlett, which developed X-ray tubes and other power tubes, is entering a new field in the new building. This the company calls the field of "storage" tubes, where light energy is converted into electronic energy, and vice versa.

The company is producing the image orthicon, a tube that performs the function of "film" in a commercial television camera. Also in production is a greatly reduced version called the vidicon, for use in closed-circuit TV and the scripton tube, a radar presentation scope.

♦ WARREN L. MOTTRAM, vice president of Wallace Silversmiths, Wallingford, was named for the Outstanding Citizen Award by the Sgt. Leonard Golub Post No. 434, Jewish War Veterans recently, and was honored at a dinner at the Yankee Silversmith Inn.

The citizen's award is presented an-

nually to commemorate Pearl Harbor by honoring an outstanding citizen of the community. Mr. Mottram is the ninth Wallingford resident to receive the distinguished award. He was selected by a non-political, non-sectarian group of judges.

Mr. Mottram has been associated with Wallace Silversmiths since 1916. He served in many capacities with the firm through the years and in 1954 was elected vice president and a director of Wallace Silversmiths Ltd., of Canada.

He is president of the Meriden Hospital, vice president of the Wallingford Y.M.C.A., a director of the Manufacturers Association of Meriden and Wallingford, and a member of the



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About 6,000 persons, Kaman Aircraft employees, their families and friends, visited Kaman's Bloomfield plant on Family Day recently. They toured the plant, saw four Kaman HOK-1 U.S. Marine Corps helicopters perform in close formations, cargo carriers and aerial ambulances.

Connecticut Board of Mediation and Arbitration representing industry. He is also a member of the industrial relations committee of MAC and was recently appointed by Governor Ribicoff to the Prison Review Committee.

In addition Mr. Mottram is a member of the Personnel Services Committee, Silver Bay Industrial Conference and is chairman of the Employment Standards and Practice Committee of the National Y.M.C.A. He is also active in many civic organizations.

♦ MERRIT HEMINWAY, president-treasurer of Heminway Corporation, Waterbury, died recently at his home in Watertown after a long illness.

Mr. Heminway became associated with the Heminway Corporation in 1922 and was named vice president a year later. He was a director of the Watertown Trust Co. before it was merged with the Colonial Trust Co., and served on the boards of the Public Health Nursing Association and Waterbury Mental Hygiene Society.

Survivors include his father, his wife, a son and a daughter.

♦ THE PURCHASE of the assets of the Standard Products Corp. and the Everett E. Young Co., Inc., both of Whitman, Massachusetts, by Landers, Frary & Clark, New Britain, has been announced in a joint statement released by Richard L. White, chairman, and by Bret C. Neece, president of Landers, and Clarence E. Wyman and S. L. McNair, president and treasurer of the Whitman companies. The two plants have 240 employees.

The Standard Products Corp., manufacturers a line of electric housewares, and the Young Company, an affiliate



As the visitors left the company's Bloomfield plant, each received a plastic scale model of Kaman's HOK-1 helicopter as a souvenir of his visit. The grown-ups were no less happy than the kids with the copter models.

of the Standard Products Corp., handles real estate and production matters for Standard.

Landers' officials announced that a new company, the Handy-Hannah Products Corp., has been formed as a wholly-owned subsidiary of Landers, Frary & Clark to carry on the functions of the two Massachusetts companies.

♦ C. W. BETTCHER, president of Eastern Machine Screw Corporation, New Haven, has announced the appointment of Charles W. Wesson as general manager. He will be in charge of all phases of manufacturing of the H & G Die Head, principal product of Eastern Machine Screw.

Prior to this appointment Mr. Wesson spent eleven years with Sargent & Co., New Haven. He was in charge of their Scholhorn Division. Later he

was sent to Peterboro, Ontario, Canada to establish a new Sargent subsidiary, Lift Lock Hardware Industries, Ltd., becoming vice president and general manager.

♦ THE APPOINTMENT of Gerald Hogan as assistant to the vice president of Flight Enterprises, Inc., Windsor Locks, has been announced by President Edward Ringo.

The company recently opened a division in Charleston, South Carolina, and Mr. Hogan's prime responsibility will be to coordinate the divisional activities with those of the home office at Bradley Field.

♦ THE SOUNDSRIBER CORPORATION of New Haven, manufacturers of electronic dictating and transcribing equipment, and magnetic tape recorders, has announced completion of plans for the construction of a 55,000 square foot office building and manufacturing plant in North Haven. The announcement was made by Henry J. Servais, SoundScriber executive vice president.

Construction of the modern, single-story brick and masonry block building will begin immediately, with occupancy scheduled for April.

Since 1946 SoundScriber has occupied space leased from the Olin-Mathieson Chemical Company at 146 Munson St. The corporation now employs more than 300 people in its New Haven plant and approximately 500 throughout its international sales organization.

♦ PHILIP R. MARSILIUS, vice president of The Producto Machine Company, Bridgeport, was elected first vice president of the National Tool & Die Manufacturers Association at its eleventh annual convention. Mr. Marsilius served last year as second vice president of the association which represents more than 1,000 of the nation's leading special tool, die and machine plants.

♦ FRED S. VAN VALKENBURG has been elected chairman of the board and A. Dale Mitchell was named president of The Waterbury Farrel Foundry & Machine Co., Waterbury, producers of metalworking machinery.

Mr. Van Valkenburg, who has been a vice president and director of the company for several years replaces R. L. Wilcox who retired from the position of board chairman several months ago.

Mr. Mitchell, former treasurer of the company, takes over the position of president which was vacated by the death of Joseph Schaeffer in September, 1956.

♦ FARREL-BIRMINGHAM COMPANY, INC., Ansonia, has recently established an office in Milano, Italy to handle the sale of products of all the company's divisions and serve customers throughout Europe and the near East. In charge of the office the company has placed Sergio F. Tomassini, former director and works manager of S. A. Luigi Pomini, Italy, manufacturers of heavy machinery for the rubber, plastics and other industries.

Mr. Tomassini is a doctor of engineering, having received his degree from the University of Rome in 1947.

New England's Worried Prosperity

(Continued from page 9)

bothered by their region's relative loss of position. In 1947, New England accounted for 10.3% of all U.S. industrial employment. Now it is down to 9%.

But this is all relative. The traditionally industrialized Middle Atlantic States such as New York, New Jersey and Pennsylvania have been losing ground relatively, too. It could not be

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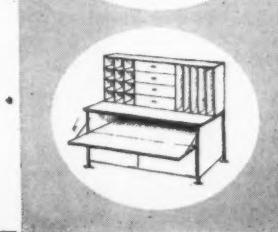
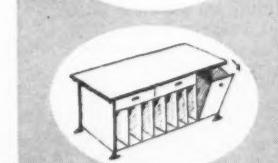
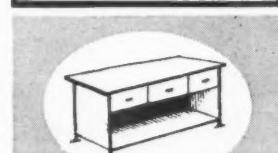
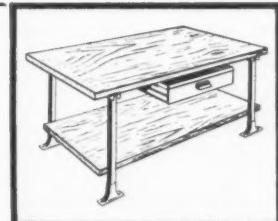
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DEPARTMENTAL CLERK—Keeping track of production and attendance records, supply requisitions and payroll records for American Thread's Shuttle Bobbin Department is Mrs. Lemons' job. She worked for the University of Connecticut and a major aircraft company before joining American Thread.



MARY E. LEMONS—Born right here in Willimantic, Mrs. Lemons is the daughter of Mr. and Mrs. Carlton King, granddaughter of Willimantic's Mayor Walter R. King, who was mayor from 1929 to 1931. During high school, Mrs. Lemons was Junior Auxiliary at the Hospital, member of the Dance Club and Cheer Leader.

THE PEOPLE behind the PRODUCTS

At American Thread

THE LEMONS IN THEIR LIVING ROOM — Mrs. Lemons, her husband, Harold, and their boxer, "Gats." The Lemons live at 167 Ash Street, in Willimantic. Harold is a Mason and member of the American Legion. He served in the Navy for eight years as Gunner's Mate First Class. Mrs. Lemons acted as a U.S.O. hostess during World War II.



TO HELP THE HANDICAPPED — One of the community groups to which Mrs. Lemons belongs is the Willimantic Junior Women's Club. The audio-visual equipment with which she is shown was donated by the club to the Windham Public School for use in educating handicapped and retarded children. Mrs. Lemons is also Vice-President of the Alpha Sigma Chapter of the Beta Sigma Phi Sorority — likes to sew, knit, swim and skate.



A Company's success is largely determined by the ability of the men and women who make up the organization.

American Thread has been a successful member of the Willimantic Community for 58 years, which is certainly a testimonial both to our employees and the products they make.

During this time the Company and the people on its payroll have made every effort to be good citizens — contributing to and participating in the city's growth. This series introduces some of the Willimantic citizens who help make the thread and yarn products which are among the finest made anywhere in the world.

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otherwise, what with the industrial buildup of Texas, the South, California. A Yankee friend of mine put it very neatly: "You can't," he says, "put as much water in a full pail as in a half-empty one."

For all these reasons, and many more, sometimes New Englanders tend to exaggerate their problems. But actually there is more to this than meets the eye. New Englanders do not just complain for the sake of griping.

The answer to this seeming paradox lies in the very character of the people who inhabit this historic region. The typical New England attitude is one of self-examination and self-questioning. Probably the dourness is native to the rocky soil and hard climate, just as ebullience comes naturally where there is sunshine and palm trees and wide-open spaces. Self-criticism is almost the New England regional equivalent of boosterism. In short, the New England conscience.

This, too, is healthy. New Englanders have always had to be alert and on their toes. Nature has done little enough for the region, other than to douse it with floods and batter it with hurricanes. So, naturally, they get a shock when they realize their share of the markets and jobs is shrinking.

But what I think important is this: by looking inward and criticizing themselves, the people of New England have learned how to fight back. They worked hard to bring in electronic and small metalworking businesses to fill the cavernous spaces of textile mills emptied of their looms. The utility companies got together to emphasize atomic power. The region's statesmen pitched in.

Look how New England towns have learned to counter the lures of tax exemption and free plants that some southern cities have used. The lengths to which Hartford is going to retain the famed Underwood Corp. with its 6,000 highly-skilled jobs is a good example. Consider the ambitious plans for building up the port of Boston. Visit Sanford, Maine, and see how courageously that small city is struggling to get back on its feet.

Or tour the great industrial circle around Boston, if you think New England industry is decrepit. Here you will find a great complex of highly technical industries, many of which have neatly drawn upon the great pool of industrial brainpower created by such great educational institutions as MIT and Harvard.

True, the comeback is still somewhat spotty. There are still depressed areas. Not all the states are doing as well as Connecticut. Maine, Vermont and New Hampshire still desperately need new industry.

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I am convinced that the worst of the crisis caused by the exodus of the textile industry is over. As they have so many times before in their history, the people of New England have responded to a challenge to their survival.

There are still those who think the area is too dependent on the \$1 billion-a-year vacation industry and that it is unbalanced by the lack of such heavy industries as steel, chemicals, aluminum. Such concern for the future is very much to the good, but for the sake of their own peace of mind, some of these people ought to take a look at Switzerland.

In that little mountain-girt country they'll look in vain for heavy industry. Much of the population lives on tourism, trade, finance. The industry is mainly in electronics, small metalworking, drugs—industries resting on knowhow and skill, not on blast furnaces and refineries. By making the best of their poor soil, the Swiss have ended up with more of the material things of this world than their better-endowed neighbors. Per head of population, Switzerland is the wealthiest nation in Europe.

New England, in a sense, is a Switzerland without the Alps. Its people have always reacted to their problems as a challenge rather than a cause for self-pity. So long as New England industry continues thus "running scared," its boosters have little cause for worrying about the decline of New England. That is the real and healthy meaning of New England's worried prosperity.

Meet The Association's New Officers and Directors

(Continued from page 13)

was a corporator of the Middlesex Memorial Hospital and has served as a director of the Middlesex County Manufacturers Association. He is a member of the Madison Country Club.

J. L. SCHWEYER, president of the National Silk Co., Inc., South Cov-

entry, is a native of Montgomery County, Pennsylvania. He received his elementary education in the schools of Upper Merion Township, Pennsylvania, and his secondary schooling at Ursinus Academy, Collegeville, Pennsylvania.

After attending Pennsylvania State University he was first employed by James Lees and Sons Co., Bridgeport, Pa., where he later became production and sales manager of its Minerva Yarns department. From 1924 to 1927 he was president and general manager of D. E. Adams Co., a silk manufacturer at Athol, Mass.

In 1927 Mr. Schweyer became president, treasurer and general manager of National Silk Co. of Coventry, Connecticut, manufacturers of novelty yarns and threads. He is a director of Connecticut Development Credit Corporation, chairman of the Advisory Board of the Windham Branch of the Connecticut Bank and Trust Co., Willimantic; trustee, Connecticut Cancer Society; director of Coventry Civil Defense; first vice president, Boy Scouts of America of Eastern Connecticut; treasurer, Coventry Branch, Salvation Army; member, public relations committee, Windham Community Memorial Hospital; and member, First Congregational Church of Coventry.

LEO J. PANTAS, vice president, The Yale & Towne Manufacturing Co., is a native of New Haven. He began his industrial career at Yale & Towne's Apprentice School in 1929 and successfully completed its four-year tool and machine design course. He continued studying at Pratt Institute's School of Science and Technology, Brooklyn, and was graduated as an industrial engineer in 1937.

After gaining initial operating experience for two years with the General Motors' Delco Appliance Division, he rejoined Yale & Towne in 1939 as a research engineer. Since that time he has held various executive posts in the company, including those of plant manager at Buffalo, N. Y., and Salem, Va.

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How Would You Decide?

By Fredrick H. Waterhouse
Counsel

♦ Is an employee justified in keeping an appointment with his doctor contrary to the instructions of his foreman?

Here's what happened.

The employee sustained an injury and after the necessary dressing and treatment in the company dispensary he made arrangements for an appointment with the substitute company doctor on Saturday afternoon, which was a non-work day. After the doctor had dressed the injury, he told the employee to come back at the same time, 1:30 p.m., on the following Tuesday to have the stitches removed. On the morning of that day, he spoke to the foreman but was told he could not go to the doctor during working hours but would have to wait until the end of his regular shift. The superintendent said he had called the doctor and changed the appointment to 4 p.m., which was a half hour after the employee's regular shift ended, but there was some question as to whether the foreman had informed the employee of the change in the time of the appointment. Under this conflict of instructions, the employee left the plant and reported at the doctor's office at 1:30 but was told by the doctor he could not take care of him at that time. The employee returned to the plant and was suspended for failing to obey the orders of the foreman.

Was the company justified in imposing a disciplinary suspension under these circumstances?

The arbitrator felt that the company doctor was acting as a responsible company representative when he made the appointment for the employee to return to have the stitches removed and that the action of the superintendent is changing the appointment was arbitrary action on the part of the company. The arbitrator also believed that the foreman did not tell the employee that the hour of the appointment had been changed but merely refused to permit him to keep the appointment he had previously made. Since there was a definite conflict between the doctor-patient relationship and the foreman-employee relationship, the arbitrator felt that the employee's confusion was understandable and that he did not act unreasonably in keeping his appointment with the doctor, in spite of the foreman's instructions and, therefore, the suspension was not justified.

May a company discharge an employee for refusing a temporary transfer?

Here's what happened.

The company needed a small quantity of a certain item for use in another department and requested the employee who was working on a similar type of item to prepare the new items for the other department. Although the job would take only about a half hour, the employee protested that she was having difficulty in keeping up with the production needed for her own department and, therefore, did not have time to comply with the foreman's

request. The foreman cautioned her in the presence of the steward that her refusal to obey instructions would necessarily result in disciplinary action. She continued to refuse to do the work, and was therefore discharged. The union claimed that no employee is obliged to accept a temporary transfer to another department and since the foreman's request was, in effect, a transfer to another department, the employee was justified in refusing to do the work.

Was the company justified in discharging the employee for her flat refusal to obey the instructions of the foreman?

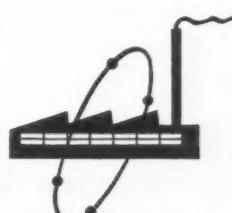
The Arbitration Board said that a misunderstanding of the rights and obligations of the employees under the agreement had developed because the parties had bypassed a strict interpretation of some parts of the agreement in a manner which seemed acceptable to both parties. One of these apparently was the right of the company to make temporary transfers out of a department. The Board believed that the employees generally had the impression that under the contract the company did not have the right to make such a transfer without the consent of the employee involved. However, the Board admitted that the company did have the right to transfer except as limited by the contract, and the only limitation was a section which permitted an employee to refuse a permanent transfer. With this background, the Board stated that the employee should have obeyed orders and filed a grievance and, as a former union officer, must be excepted to know the purpose of the grievance procedure. The Board also stated that the company does have, and must have, a clear right to direct the work force

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if it is to conduct its operations effectively and maintain discipline in the plant, and that the employees' rights are fully protected by the grievance procedure. However, since the employee acted under an honest conviction shared by many of the employees that under the contract she had a right to refuse to do the work in question, and in view of the rather loose manner in which the contract had been interpreted and administered, the penalty of discharge was too severe and the employee therefore was reinstated.

Must a company pay the full rate for a job to which an employee is transferred even though the employee does not perform all the functions of that job?

Here's what happened.

The contract provided that employees who are required to work on a job classification other than their own should receive their average hourly earnings, or the rate of the job, whichever is greater. In this case the company transferred a number of employees from their own job to work under another job classification. However, the work to which they were transferred was merely helping the employees on that job classification and did not involve all of the elements or duties of that particular job. They were not performing the full duties of the job to which they were transferred but only some of such duties, and therefore the company felt it was not obligated to pay them the higher rate which the new job carried.

Is it material whether the employees were performing all of the duties of the job to which they were transferred and which carried a higher rate, or only some of them?

The Arbitration Board felt that the language of the contract was clear and there was no dispute about the facts. The employees did work in a classification other than their own and which carried a higher rate than their average earnings. Since the company saw fit to transfer them under these circumstances, it was immaterial whether the company also required that they perform all of the duties of the new job, and the higher rate for that job must be paid.

Idea Farm

(Continued from page 8)

earth satellite and keep it in the sky. And for the electronics engineer with a mind for the aesthetic and an ear for music, there's the assignment of producing better tones in an electric organ with a maze of resistors, condensers and vacuum tubes.

Civilian Clients

Through the years, and especially since moving to present quarters in the Westfield section of Middletown, Raymond has had a diversity of civilian clients including Boston Wire Stitcher, Hartford Empire, Princeton University, Textron, SoundScriber Corporation, Fuller Brush Company, Royal Typewriter, Veeder-Roof, E. Ingraham Co., Underwood Corp., New Departure, and many others. In addition, Raymond has done considerable subcontract development and custom manufacture work for prime government contractors, among them McDonnell Aircraft, Goodyear Aircraft, Sandia Corp., Engineering & Research Corp., General Electric, Philco, Sperry Gyroscope, Emerson Radio, Convair, Motorola, North American Aviation, Union Switch & Signal, Hughes Aircraft, and others.

Raymond recently moved into a new 11,500 square foot addition to its facilities and has started construction of an additional 5,000 square feet, to accommodate its expanding business. Its plant now comprises 36,000 square feet and employs 135 people.

The ability of company management, engineers and mechanics to provide creative solution to difficult problems continues to find application among an ever-increasing number of industrial as well as military clients. Much of the company's work is of a secret or classified nature, and therefore may be many months or years before being publicly known. Also, many Raymond developments become a part of clients' products and never become known as a development outside the clients' own laboratories. Raymond personnel present a variety of talents in electronics, electro-mechanics, precision mechanics, instrumentation, basic physics, and above all the vital ingredient of imaginative, creative ingenuity.

At a time when Horace Raymond's dreams were coming into full reality, he passed away suddenly. Mrs. Raymond, who has been active in the business since its beginning, was made president, treasurer, and assistant secretary and is the active operating head of the organization today. Evert Blomgren, a long time associate of Horace Raymond's, is executive vice president. George E. Carlson, with the laboratory since 1947, is vice president, secretary and assistant treasurer, and Lincoln Thompson, with the firm since 1953, is vice president. The Board of Directors comprises the officers and William H. Gulliver, Jr. of Boston, Mass. the corporation's counsel.

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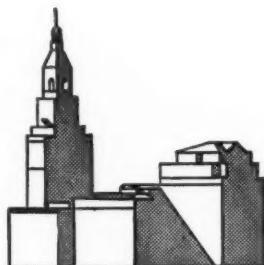
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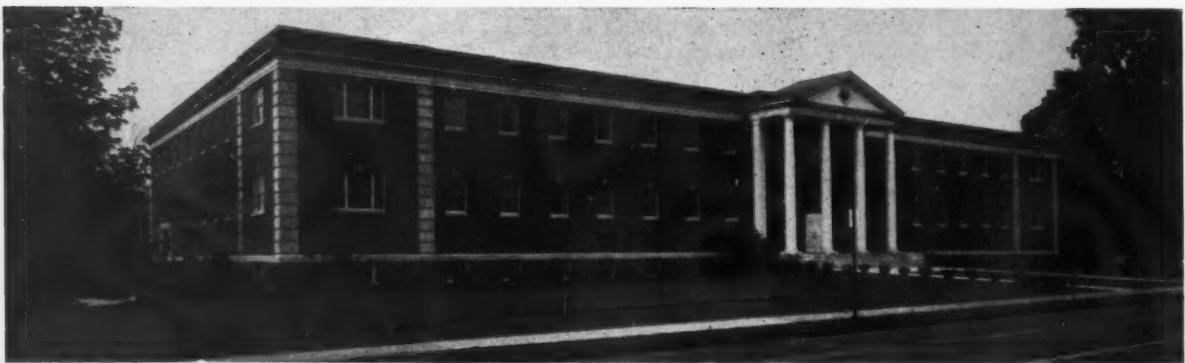
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HARTFORD, CONN.

Public Relations

By A. Carl Messinger
Public Relations Director

Not All News Is Good

♦ FROM childhood on, attempting to hide bad news is a normal thing to do. Just as a child often learns the hard way, so many individuals and organizations have found through experience that bad news can't be concealed.

News people expect cooperation in getting bad news as well as good news. Their job is to write objectively, to report news as news, not as bad or good. If you help them on both kinds of news, they'll respect your understanding and honesty and this respect will be usually reflected in the stories they write.

Furthermore, the bad news will get into the paper anyway.

The danger in saying, "No comment," when asked to give information concerning an accident, fire, strike, etc., is that the reporter will then go to another source that is not qualified to give the story accurately and fairly.

What happens, for example, when an employee is accidentally killed in the plant? The police and coroner are notified and the reporters, who are always checking these sources, contact the plant immediately.

We suggest telling them exactly what happened, so far as you know. If more information is requested, try to get it. Explain briefly (this is important) what you do to prevent such accidents and tell them an investigation will follow.

By giving them all the information you can, the news people are not forced to hunt for a story elsewhere. The chances are that the story printed or broadcast will not give your organization a bad name.

In a booklet entitled, "Meet the Press," Koppers Company, Inc. cites what may happen when a company refuses to release all the facts in a story: "Those who fail to understand the workings of the press sometimes are prone to criticize printed statements or quotations which they believe to be wrong. It must be remembered that controversial subjects are often handled by the press and some of these subjects may involve us. To be fair, the press must quote both sides. If, in its contacts with the press, Koppers is cooperative, it can be sure it will be given the opportunity to state its side

of any controversy. If the opposing statement is wrong, we probably will be given the opportunity to tell why it is wrong.

"But if we have been 'too busy' or just unwilling to give forthright answers to questions of the press, our opportunity has gone."

One story most of us dislike reading concerns strikes or other work stoppages. It is not a pleasant situation but to the employees and families of the struck plant, merchants of the community, stockholders, public officials and a host of others who are closely enmeshed in community living, the event is news.

All too often we read that "company officials refused comment on the situation but a union spokesman gave his version of the differences between the company and the union." Then follows a detailed pronouncement as to why the company is at fault and possibly not even humane in its regard for employees who just previously were working harmoniously as a team.

When management says, "No comment," no reader of the story will have a chance to determine whether or not the company had a logical stand. True or not, many people would feel that the refusal to give information hides a sense of guilt or indicates an arrogant attitude.

Equally to be considered is timing.

The statement that is news today is either weak or dead tomorrow. Haven't you heard the saying, "There's nothing as dead as yesterday's newspaper."

None of us like to think that disaster may strike our organization but life gives no guarantee. Now is the time to decide what you would do if the unexpected happened.

Here is what an Illinois firm did when it suffered a damaging fire during the night. The public relations executive called company officials out of bed. He arranged for news men to enter the plant and get first-hand facts. He offered assistance, coffee and sandwiches to firemen and newsmen. The next day he and other company officials visited the families of night shift employees who were injured. To persons who had helped during the disaster went letters of appreciation. Statements of commendation to the firemen and injured personnel were sent to the newspapers. In addition to good will that this kind of humane intelligent handling of a disaster earned for the firm, exaggerated rumors were quickly killed.

One other thought concerning news announcements whether emergency or favorable, although we believe that this applies again principally to bad news: PUBLICITY RECORD mentions the problem of company statements being credited by newsmen to "a spokesman" "a condition of anonymity that makes both the paper and the company look sort of foolish."

We agree with PUBLICITY RECORD that if a statement is to be made to news media, that it should be made on behalf of the company by a person who is named. This not only gives credibility to what he is saying but also emphasizes again that "Connecticut industry is people."

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Transportation

By John B. Hedges
Traffic and Export Manager

The Railroad Passenger Problem

♦ IF, as a manufacturer, you are making several different items you have a pretty exact idea of what each one of them brings to your balance sheet. When you find out that one of your products is not making its proper contribution to your profit picture, you do something about it. If increased production efficiency, product re-design, better pricing or marketing won't do the job, you drop the line, rather than burden your other operations with a dead horse, a deficit operation. That's how our private enterprise system works. But when we come to our greatest single transportation agency, the American railroads, we find a very different situation.

The New Haven operates 1,746 miles of railroad line, the bulk of it in Connecticut. The average investment per mile is over \$300,000. On 993 miles of this line the road operated passenger service in 1955. Actually, 75% of the trains originated, run and terminated on the road were passenger trains. From all of these passenger operations in 1955, the New Haven took in \$47,773,559. Freight operations brought in a gross of \$89,368,254.

The New Haven, like all Class I railroads, doesn't have much of a choice in accounting methods. The Interstate Commerce Commission requires the railroads to keep detailed and careful accounts in a prescribed manner. The formulas used for allocating expense and revenue have been developed through many years of experience recognizing the different characteristics of freight and passenger service. Expenses are broken down into maintenance of way, maintenance of equipment, traffic (sales and advertising expense) transportation (fuel, wages and other items contributing directly to the movement of goods and people) plus general and also miscellaneous categories covering such things as salaries and expenses of general officers, legal fees, insurance, dining car operations, etc.

After casting up their accounts at the end of 1955, the officers of the New Haven found that although they had taken in \$47,773,559 from passenger service, the cost of providing that service had been \$66,331,276. The \$1.07 they had collected from each

of their average passengers (there were 44,797,373 of them) hadn't been enough to even pay expenses, to say nothing of any profit. An additional 41¢ per statistical passenger would have brought the operation up to the break even point. Obviously, the railroad cannot go back and pick up that 41¢. The deficit must be met in another way—from freight revenue.

Freight expenses for 1955 were considerably less than passenger expenses. For that year New Haven had a net freight revenue of \$19,987,869. So, \$14,164,637 of that freight income had to be used to meet passenger losses. That means that money which could have given you better freight service, better value for your freight dollar, had to be used to offset this deficit. Dollars being used to make up the passenger deficit could not be shared with security holders, could not

go to improve the capital position of the road,—make it stronger financially.

If you had such a burdensome operation in your plant, you'd do something about it—something drastic. But, a railroad is a regulated industry. Any change in service or the price of that service must be passed on by state and federal regulatory bodies. Many of the men serving on these agencies recognize this problem, are sympathetic toward it. However, every public hearing on matters of abandonment or fare increases brings forth a parade of protesting witnesses from local municipalities and civic bodies, seeking to preserve the status quo. Dwellers of an Atomic Age, they bring to such proceedings a nostalgic gas-light and high-button shoe approach. They argue, for instance, in an abandonment proceeding that old number 347 has always run up from the Junction, has done so since Grandfather's day and consequently must keep on doing so. They'll admit that they haven't ridden it in fifteen years, that their teen-age children have never been on a train, but insist that they might want it some day.

And the commuter, who accepts as a commonplace other price increases and who brags about the increasing value of his suburban home, is greatly enraged at any suggestion that he really

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pays for the specialized service he gets. He takes for granted the swift and convenient passage between his home and his office, forgetting that most of the expensive specialized equipment serving him cannot be utilized for more than four hours a day. He demands air conditioning, comfortable seats, and convenient schedules, but is violently opposed to paying even the cost of production for these conveniences. Of the New Haven's statistical 44,797,373 passengers in 1955, 29,422,177 of them were commuters. They paid \$11,420,474 for their rides, an average of slightly over 38¢ per trip. Numerically, they were 65% of the passengers and their share of the deficit is over

\$9 million. So, perhaps it is not too far fetched to say that a manufacturer in the Naugatuck Valley paying a freight bill of \$300,000 a year was unwittingly making a substantial contribution toward the traveling expenses of a group of New Rochelle or Larchmont commuters.

There is no pat and easy answer to this passenger deficit problem. Before we even start looking for a solution, we must be realistic. First, we must stop expecting to get something for nothing. We must decide just how much passenger service we really need and will use. We must decide if we want to continue burdening our manufacturing operations with another hid-

den cost or if we want to pay for what we get, both in freight and passenger service. Municipalities and civic groups must realize that continuing to demand that a service be rendered below cost threatens the free enterprise, private operation of our railroads, helps lay the foundations for nationalization and government operation and places an unfair burden on the users of freight transportation, those industrial enterprises who supply the payrolls and the taxes. The railroads themselves must bring more imagination and vigor to their search for solutions, for they too have frequently failed to face facts, under-estimated competitive factors—missed opportunities to win and hold public good will. They will need the support of our industries in that. Jointly, they must bring to this problem the careful appraisal of facts, the spirit of fair play and the sound business sense that has solved weightier problems than this in the past—and will continue to do so in the future.



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In Freedom's Cause

(Continued from page 18)

evidence in abundance" to sustain that finding.

We are going to find out if the law protects union officers in openly sponsoring and directing illegal conduct.

And we're going to get a determination of that question by an authority higher than the NLRB if necessary.

In the very beginning the attorneys for the NLRB offered to drop the case if we would settle the strike on terms satisfactory to the union.

They have dragged and prolonged the case by frequent amendments—stalling and other tactics—to where it is plainly evident that its only purpose was to cause the company harassment and expense and pressure us into a settlement with the union.

And as taxpayers you are paying the bill.

Government Provides Attorneys For Unions

The cost to the taxpayers must run into hundreds of thousands of dollars.

The cost of one copy of the transcript of the 106 days of proceedings is seventeen thousand dollars. There is the cost of the government attorneys, the large staff of "investigators" who spent weeks on the case, the trial examiner, the numerous witnesses subpoenaed at government expense, and there are many other costs.

If unions want to bring lawsuits against employers, why should they not hire and pay for their own attorneys?

They spend millions on political propaganda and on publicity, and they build lavish office buildings in the nation's capital.

Why should they be provided with government attorneys at the taxpayers' expense?

Public Resents Economic Coercion

Now another form of coercion is being tried—a boycott of Kohler products.

We find that the people who resent dictation on how to spend their own money appear to be much more numerous than those who will yield to union pressure.

Greatest Power of Coercion

The greatest power of coercion is latent in the government. Through its "political action" program, the union seeks to take over this power and use it to its own ends.

It is no secret that the unions want to amend the Taft-Hartley Act to take away the employer's right of free speech—to use the power of government to coerce men into joining unions—to make bargaining in good faith mean giving the union everything it wants.

The length of the strike has given rise to a new issue.

The union demands that we lay off the employees who have been hired during the strike and give all the strikers their jobs back. They especially demand that we take back the 90 we discharged for illegal conduct including the 18 whom the NLRB now concedes were properly discharged!

This we have refused to do. We have hired no strike-breakers. The new people have been hired as permanent employees and were so advised. We refuse to break our word to them.

The Right to Work

In this dispute the UAW has claimed Kohler Co. had no right to operate—that its employees satisfied with wages and working conditions had no right to work.

This union dictate has been and is being defied by Kohler Co. and by men and women of courage who believe in their individual freedoms and their right to work.

The company operated on a profitable basis in 1954 and in 1955, with improvement in sales month by month.

Production losses are down.

Production per man hour is up.

Total production is increasing daily. Quality has never been better.

The new people are of a good type and friendly.

Responsibility For Consequences

In closing may I give you a summary of our basic position as it appears in the preface to the April 1955 issue of the *Kohler News*:

"DISCOUNTING THE INDIVIDUAL—The dignity and worth of the individual American workman is theoretically stressed by unions. The theory is valid—the practice is often exactly the opposite.

"COMPULSORY UNIONISM—Neither the union nor the employer can justifiably usurp the individual employee's right to judge for himself the worth of a union's services to him.

"INFLATION—Demands for 'gains' not justified by increase in production only promote inflation. To increase wages before an increase in production occurs does not benefit the workman whose 'gains' are wiped out by price increases. Industry must not be burned out by the forced draft of inflation.

"JOINT MANAGEMENT—Union demands for joint management, or at least a veto power over the decision of management, if granted would destroy responsibility and make the economy sterile. The law calls for collective bargaining—not for joint management, something entirely different.

"PATTERN' SETTLEMENTS — The strength of American industry is in its diversification. There is no more reason for regimentation in industrial relations than in manufacturing techniques or in any other industrial practice.

"COERCION AND VIOLENCE—Goon squads, mass picket lines, physical assaults, destruction of property, attacks on workmen's homes and intimidation of their families are the acts of gangsters and hoodlums—not of the American workman.

"THE CLASS STRUGGLE' — The promotion of class hatred and class welfare aids only those who would supplant our economy with a socialist economy. Union leaders who convince the workman that his employer is his natural enemy—that his interests call for 'militancy' and constant conflict—serve only the Marxian doctrine.

"These are typical UAW-CIO abuses. All unions do not indulge in these practices to an equal degree, if at all. But their prevalence calls for serious consideration by every citizen, union member or not, as to where these practices will lead us." (All statements made in this talk have been documented.)

Reprints of Mr. Kohler's address may be purchased for 4¢ each in lots of 5 to 700; and for 3¢ each in lots of 1,000 or more by forwarding order and check to Committee For Constitutional Government, 205 East 42nd Street, New York 17, N. Y.

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Accounting Hints

Contributed by

The Hartford Chapter National Association of Cost Accountants

Cost Facts Form a Periscope

♦ THE job of providing cost information to top management is becoming more vital every day. The increasing complexity of automatic mechanization, high cost plant facilities and high speed operating techniques have multiplied the demand for accurate cost facts.

Today the controller is a more integral part of management than ever before. His scope of operation has been broadened.

The ultimate objective of every business is profit. Cost controls are essential if a profit is to be earned. Laxity in operational controls cannot be permitted in any fast moving, high volume business. Detailed cost information must be provided in every problem area.

It is the controller's job to serve as coordinator of any plan or program aimed at controlling operations. He must be vitally concerned in every revenue and cost component.

The controller must be in a position to continuously recommend action for exploiting new or neglected sources of income. He must suggest ways and means to reduce operating costs. He must arm himself with estimates and forecasts of the cost and profit results of contemplated actions. He must check planned performance against actual performance. He must make a factual analysis of any non-conformance to the over-all plan.

How can the controller discharge these responsibilities? He does it primarily by developing and presenting cost information to management.

The best way to keep management informed is through recurring reports and special reports. But the reports must be good, or management won't be able to use them. There are many factors which determine whether a report will be useful. The three most important are—

1. **Accuracy and ease of interpretation.** Reports must be well planned, accurate and easily interpreted. Proper interpretation can be accomplished only if all related facts are brought together and correlated.

Contributed by Gustave Kinast
Gustave Fischer Company, Hartford

This is extremely important, for if the interpretation and correlation must be done by management, the effectiveness of the reporting has been lost.

2. **The pinpointing of areas which need management attention.** Cost areas in which management must take corrective action should be clearly highlighted. One of the modern techniques of control is expressed by the phrase "management by exception." This technique involves the concentration of management attention and action in areas where performance is below operating standards.

3. **Presentation of all pertinent facts.** A third test of the effectiveness of a report is whether it clearly and simply reflects that a condition is static or whether a definite trend is apparent? If a trend is apparent, the report must indicate the extent of the trend.

If a report indicates a change in a particular situation, it should also call attention to the causes of the change, and offer recommendation for appropriate action. If the report does this, it will obviate the necessity for management to refer to various supplementary data or to request additional special analyses in order to decide upon the most effective remedial action.

A very common mistake made in reports is to show only the operating results of a current period. This does not give management the necessary information. What was performance compared with the previous period—a month ago, a year ago? What is the variance from the plan or standard? Is the variance better or worse than for the previous periods?

The answers to these questions and many others must be reflected in the report, or else it is not complete and does not become a useful tool.

The mechanical aspects of reporting to management are also important. Decisions must be made as to the format of the report—whether it should be in chart or graph, or schedule form, for example. These various aspects could, in themselves, be the subject of a separate discussion.

As a general rule, the format of a report will depend largely upon the subject matter and, to a great extent, upon management preferences.

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AND BORING HEADS**

with capacities up to 36" for all
jig borers, jigmills, boring mills,
vertical millers and radial drills

Literature on request—

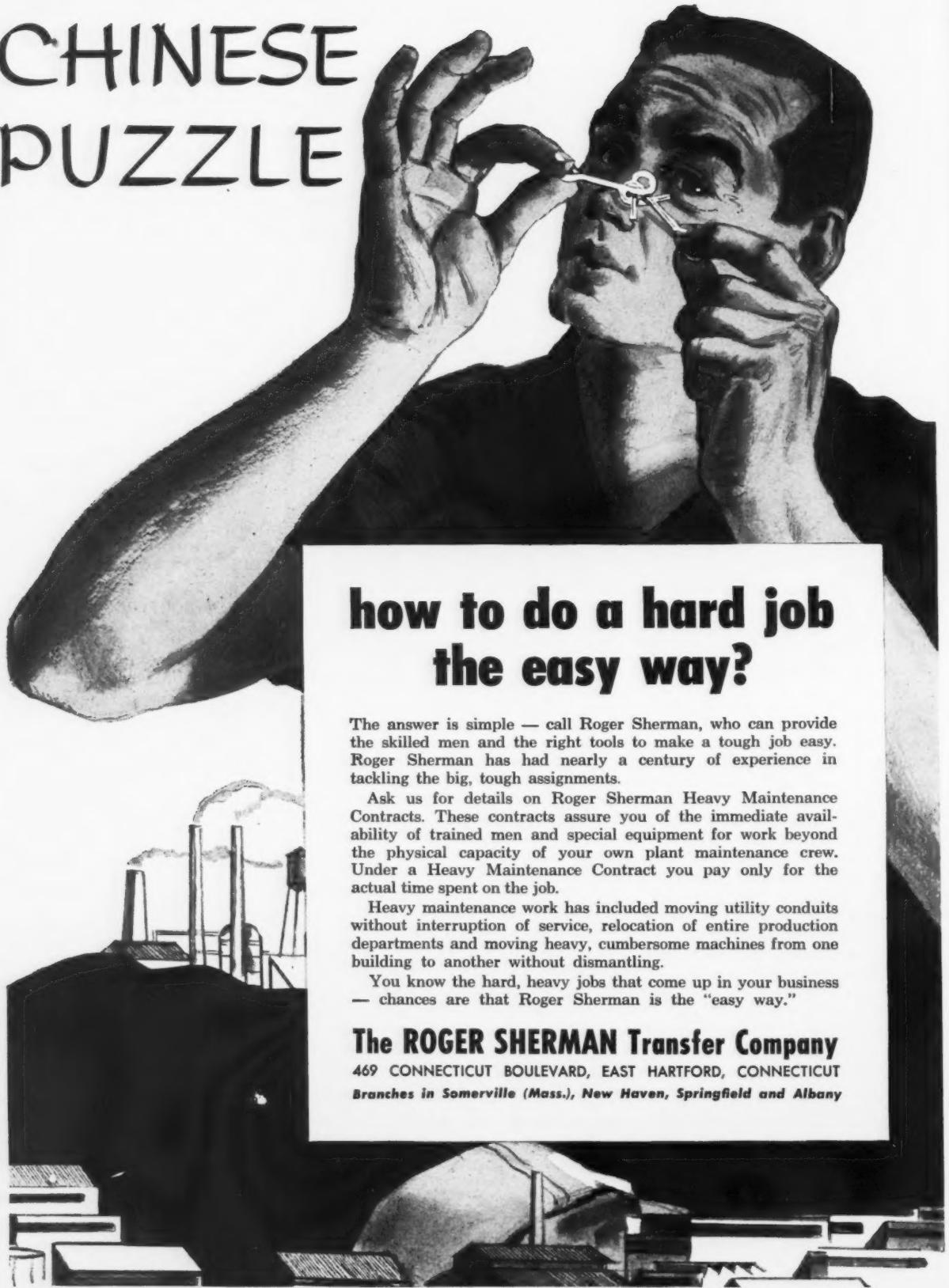
H-B MACHINERY & SUPPLY CO.
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MORRISSEY & CHENEY
Insurance
Insurance Control for Industrial
and Commercial Accounts

Specialists In
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For Industrial and
Commercial Accounts

NINE LEWIS STREET
Hartford, Connecticut

CHINESE PUZZLE



how to do a hard job the easy way?

The answer is simple — call Roger Sherman, who can provide the skilled men and the right tools to make a tough job easy. Roger Sherman has had nearly a century of experience in tackling the big, tough assignments.

Ask us for details on Roger Sherman Heavy Maintenance Contracts. These contracts assure you of the immediate availability of trained men and special equipment for work beyond the physical capacity of your own plant maintenance crew. Under a Heavy Maintenance Contract you pay only for the actual time spent on the job.

Heavy maintenance work has included moving utility conduits without interruption of service, relocation of entire production departments and moving heavy, cumbersome machines from one building to another without dismantling.

You know the hard, heavy jobs that come up in your business — chances are that Roger Sherman is the "easy way."

The ROGER SHERMAN Transfer Company

469 CONNECTICUT BOULEVARD, EAST HARTFORD, CONNECTICUT

Branches in Somerville (Mass.), New Haven, Springfield and Albany

Business Tips

Contributed by

School of Business Administration, University of Connecticut

Small Companies Can Train Salesmen Effectively

◆ THE small company cannot always hire experienced salesmen, nor is it desirable to do so in many circumstances. However, the small company can train new salesmen effectively in spite of the fact that they have no sizeable personnel department or sales organization.

Naturally such a training program must be simple, flexible, inexpensive, but at the same time produce the desired results. Also it must take into account the fact that the small business organization usually does not have specialists in training, manual writing, or the personnel who can spend much time away from their regular jobs to teach others.

The first step in setting up such a training program is to analyze the nature of the sales job, and determine the knowledge and skill areas in which

the sales trainee must receive training. This phase may be time consuming but will not have to be repeated until the nature of the sales job drastically changes. The second step involves setting up the training and work program to cover the essential "knowledge and skill" areas.

Outline 1 illustrates a suggested training program for salesmen. It is not meant to be all inclusive as to the knowledge areas covered, or to fully detail all the known methods and aids available for training. In Outline 2 the left-hand column presumes nine knowledge areas to which a sales trainee should be exposed. The right-hand column cites possible training methods and aids that management might employ to accomplish the training.

Outline 2 describes a schedule for the trainee encompassing the knowledge areas. Careful scheduling will result in the achievement of maximum results for the trainee, reduce the

"teaching" time spent on the part of the various personnel affected to a minimum, and to that portion of the day or week best suited to such activity. This schedule should be sent to all personnel involved in the training.

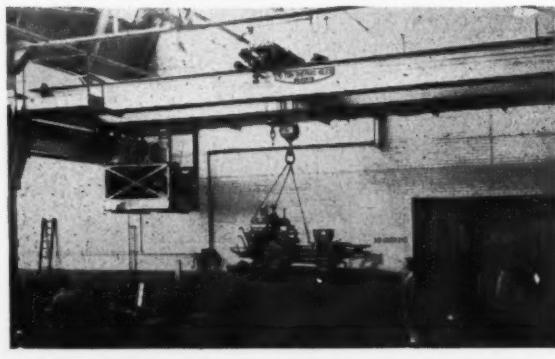
Under such a program the trainee quickly feels a part of the organization, understands the goals to be achieved and the time to be devoted to the training. Each program can be tailored at the time the need arises for training a salesman, and depending upon the experience and background of the new salesman, can be expanded or contracted as the situation dictates.

Bibliographies of current and pertinent information can be supplied to help the trainee with his study. The company can defray all or part of the outside educational costs depending upon established policy. The trainee should be responsible to one individual in the organization, preferably the sales manager. Periodic reviews, probably weekly, should be held with the trainee to make sure that satisfactory progress is being made.

At the start of the training program the trainee will spend more time on the in-plant phase of the training. As the training progresses more time will be spent on in-the-field training with the emphasis on putting the knowledge to work.

Contributed by Carl J. Gladfelter, Associate Professor.

HANDLE IT WHERE . . . THERE'S SPACE TO SPARE "THROUGH THE AIR"



CRANES
OVERHEAD: Top Running,
Inner Running, Under Running,
Floor or Cab Operated

HOISTS
Operated from Cab,
Floor or Pulpit

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CRANE AND HOIST CORPORATION

MONTOUR FALLS, N.Y., U.S.A.



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FOR 35 YEARS DISTRIBUTORS
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CRANES AND HOISTS

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of Drill Bushings**



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WEST HARTFORD * CONNECTICUT
Bridgeport Branch, 3142 Fairfield Ave

also in stock: THE COMPLETE LODDING LINE OF
STANDARDIZED JIG and FIXTURE COMPONENTS

Designers and Manufacturers

of Tools, Dies, Jigs, Fixtures and
Gages

Jig Boring and Jig Grinding
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Planing, Boring, Turning
Cincinnati, Lucas and Bullard
Machines

We build Special Machinery
and Parts

Welded Fabrications

We will do your Stampings and
Spot Welding

Progressive — Swedging
Broaching — Drawing
Short Runs — Long Runs

THE
SWAN TOOL & MACHINE CO.
30 Bartholomew Avenue
HARTFORD 6, CONNECTICUT

PAPER BOXES
FOLDING • BRIGHTWOOD
and
SET UP

H. J. MILLS, INC.
ESTABLISHED 1887
BRISTOL • CONNECTICUT

A Suggested Sales Training Program

OUTLINE 1

Knowledge Area

Training Methods and Aids

1. History and organization of company and industry.
 1. (a) Interviews with owners or other key personnel.
(b) Study organization chart
(c) Trade association and other industry-wide publications.
2. Company Policies.
 2. (a) Study of prepared outline.
(b) Interviews with key personnel.
3. The manufacturing process.
 3. (a) Observe and/or work in purchasing, receiving, production, inspection, testing and shipping.
(b) Interviews with production supervisors.
(c) Study available literature in libraries, government agency publications, etc.
(d) Class room work at technical schools, universities, etc.
4. Types of prospects.
 4. (a) Inspection of order and correspondence files.
(b) Trips, and interviews with salesmen and salesmanager.
(c) Read trade magazines and publications.
5. Uses of product.
 5. (a) Company sales literature and catalogues.
(b) Inspection of order and correspondence files.
(c) Trips and interviews with salesmen and salesmanager.
6. Competing Products.
 6. (a) Read competitors sales literature and catalogues.
(b) Inspection of correspondence files.
(c) Trips and interviews with salesmen and salesmanager.
7. Distribution.
 7. (a) Study of sales organization chart.
(b) Interviews with, and observation of salesmen, wholesalers, retailers, manufacturers agents, etc. handling distributive phases.
(c) Study Marketing textbooks.
(d) Study traffic and rate manuals.
8. Salesmanship (The Art of Selling).
 8. (a) Study available literature in library.
(b) Observe other salesmen in action.
(c) Attend sales meetings.
(d) Attend classes or clinics conducted by educational institutions.
(e) Handle phone calls and correspondence sales office.
9. Conditions of sale.
 9. (a) Study order forms, sales contracts, guarantees, warranties, etc.
(b) Interview credit manager.

Training Schedule

Ray Jones, Trainee

OUTLINE 2

DATE	TIME	ACTIVITY	REFERENCE AND PLACE
12/1	9-12 A.M.	Receive schedule and orientation into company.	Mr. Wilson Sales Manager
	2-4 P.M.	Learn company history and policies.	(2b*) Mr. Smith (1a) President
12/2	9-12 A.M.	Answer phone and study sale literature.	(8e) (5a)
	1-5 P.M.	Observe manufacturing methods.	(3a) Factory
12/3	9-12 A.M.	Answer phone and study sale literature.	(8e) (5a) (5b)
	1-5 P.M.	Observe inspection and testing of products.	(3a) Factory
12/4	9-11 A.M.	Answer phone and study order and correspondence files.	(8e) (4a) (5b)
	11-12 A.M.	Credit policy and salesman responsibilities.	(9b) Mr. Ernst, Credit Manager
	1-5 P.M.	Answer phone and study competitor's sales literature and catalogues.	(8e) (6a) Sales Office
12/5	9 to 4 A.M.	Accompany and observe sales manager on selling trip.	(4b) (5c) (6c) (7b) (8b) In territory
	4-5 P.M.	Review week with sales manager.	
	7-9 P.M.	University X.	(8d) Attend sales class

* Cross referenced with Outline 1 to indicate coverage of knowledge area.

A Connecticut "House of Skills"

(Continued from page 11)

ditional printing equipment for the production of catalogs, folders, bulletins, and hundreds of other selling aids. Great expansion in other types of media such as space advertising, point-of-sale displays, package design, and public relations began to cramp all quarters. Downtown traffic congestion brought about parking, delivery and shipping problems. Taylor & Greenough had another move to make.

An All-Inclusive Model of Its Type

Realizing that location was equally important, both to the company and to its visiting customers and suppliers, it was decided to purchase a suitable property on the outskirts of congestion. Such a location was obtained in Wethersfield, just south of Hartford off

the Silas Deane Highway on Beaver Road . . . a focal spot ideally suited for fast and easy service to surrounding customers.

The design and construction of this new plant provided the company with an opportunity to create a building entirely new to Connecticut and to the advertising field . . . a plant to house a complete staff of specialized, integrated skills together with the most efficient machinery for modern production. The attractive building of one story has plenty of elbow-room inside and outside . . . storage and filing equipment to care for type forms (ready for reprinting), magazines by the hundreds, large stocks of printing paper, inks, thousands of price lists, booklets, folders and other customers' printed matter on hand for shipment to their distributors, samples of every type of printing, from leaflets to full size catalogs, display cards . . . all for inspection by customers to aid them in selection of the type of material suitable for any of their sales plan requirements.

Complete Creative Services
Julian Gross and Associates, Inc.
Advertising
TRADE PUBLICITY
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RELATIONSHIP
Tubes
IN STOCK
FOR FAST SERVICE CALL
Electrical Supplies Inc.
225 WALNUT ST - HARTFORD 1, CONN.
Telephone JACKson 7-7111
Sprague Electrical Supplies Inc.
One Park and Railroad Aves., BRIDGEPORT 4, CONN.
Telephone EDISON 6-2535
Affiliated to Serve You Better

THE DANBURY SQUARE BOX CO.

MANUFACTURERS OF CORRUGATED SHIPPING CONTAINERS AND PAPER BOXES

Serving
Western Connecticut
for 50 years

Write or 'Phone for Quotations
Elmwood Place • Danbury, Conn.
Tel. Pioneer 8:9315

There are conference rooms, a special media room for interviewing magazine representatives, with complete reference material on markets, media and mailing lists; and display boards showing a great variety of trade paper space campaigns.

In addition there's a special section for direct mail . . . addressing machines, stencils of customer lists, and all of the equipment required for processing letters, folding, sealing, and envelope stamping. This feature relieves Taylor & Greenough customers from the necessity of using non-professional employees in their own plants to handle such operations.

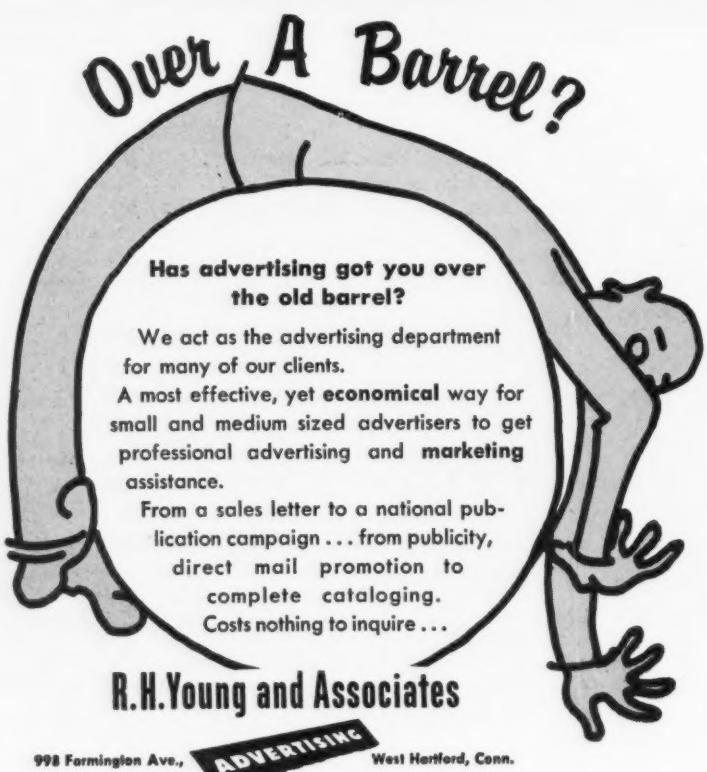
Regularly flowing through the creative and mechanical divisions of Taylor & Greenough are selling aids for food products, machine tools, electronics, plastics, metal fabrications, high fidelity, nuclear research, industrial services, electrical products and a host of other lines.

Personnel and Public Relations

In some organizations there may be a tendency toward a "high hat" attitude. Not so in The Taylor & Greenough Company. A caller will never be told, "Sorry, but Mr. Smith is in conference," and he won't be cooling his heels awaiting attention. Every caller, customer, prospect or salesman is important to this company.

There's a spirit of cooperation . . . team work . . . in this group. They really enjoy their business . . . and each other. Personnel relations of a high character prevail . . . at all times.

The modern Taylor & Greenough Company with full publications recognition operates to give complete advertising agency services plus the necessary extras of printing. This unique operation, according to T & G officials, brings about new economies, new accuracy, new control, new coordination of creative selling plans. The company, today, has at its helm, William R. Greenough, President, who serves on the planning board along with the salesmen and executives of the company. Men and women, talented in their fields of media, art, copy, production and the graphic arts are serving many Connecticut firms. This expansion of the original company of 1911 is a typical example of sound, continuous growth due to friendly cooperation between Connecticut industry and an organization that has served it well. T & G plans to merit future growth by a continuation of the service that has paced its growth since the complementary talents of Frederick M. Taylor and Samuel O. Greenough merged to help industry "tell its story."



Over A Barrel?

Has advertising got you over the old barrel?

We act as the advertising department for many of our clients.

A most effective, yet economical way for small and medium sized advertisers to get professional advertising and marketing assistance.

From a sales letter to a national publication campaign . . . from publicity, direct mail promotion to complete cataloging. Costs nothing to inquire . . .

R.H. Young and Associates

998 Farmington Ave., West Hartford, Conn.



Is he peddling
YOUR
plant equipment?

Now, for the first time, you can eliminate costly boiler shutdowns, the use of expensive boiler compounds, loss of heating efficiency, increased fuel costs due to scale build up, and you will lengthen life of your equipment, with a

PACKARD WATER CONDITIONER

The Packard Water Conditioner will prevent rust and eliminate scale and corrosion from your boilers, air conditioning and refrigerating and washing equipment.

THE PACKARD WATER CONDITIONER REQUIRES NO SERVICE, NO MAINTENANCE, AND USES NO CHEMICALS

Write today for exciting facts on
this Revolutionary New Product

DEALERS WANTED



Packard
NEW ENGLAND DISTRIBUTORS, INC.
403 Asylum St., Bridgeport, Conn.

PACKARD
WATER
CONDITIONER



How much does it **COST YOU** to carry a **STEEL INVENTORY?**

Do you have accurate figures expressed as a percent of purchase price for the following Cost-of-Carrying factors?

- | | |
|------------------------|---------|
| 1 Interest | _____ % |
| 2 Taxes and Insurance | _____ % |
| 3 Housing | _____ % |
| 4 Handling and Records | _____ % |
| 5 Spoilage | _____ % |
| 6 Obsolescence | _____ % |
| 7 Depreciation | _____ % |

If your figures approach the national average of 16.5%
or you are carrying steel as long as 30 days, you can
realize significant reductions in Inventory and
Cost of Carrying under the unique . .

DOLAN *Reserve and Release Plan*

HERE'S HOW IT WORKS:

- 1 Estimate Quarterly needs by Gauge and Temper only. Place Reserve Order on Dolan Steel for this tonnage.
- 2 Dolan Steel IMMEDIATELY RESERVES this material in wide coils.
- 3 Customer "Releases" proper widths for slitting from Reserve Stock.
- 4 Dolan Steel Inventory of 10,000 Tons coupled with a slitting capacity of 5,000 tons per month insure a 10 day lead time from Release to Delivery. Lowest mill prices at all times.

Modern, Progressive Purchasing Managers are adopting the Dolan Reserve and Release Plan to keep in-plant inventory at an absolute minimum, and insure a safe, controlled supply of quality Strip Steel. For complete information, write

DOLAN *Steel Company Inc.*

810 Union Avenue, Bridgeport 7, Connecticut

AUTOMATION

A LOGICAL PROGRESSION FOR YOU TO CONSIDER

In the last 25 years tremendous gains in industrial productivity have been realized. Productivity has more than doubled during this time, while man hours have only increased by 30%, showing that even greater quantities of goods are being produced by industries which have improved manufacturing processes and methods to include continuous processing and production.

A rapidly expanding population, the growing demands of the economy for goods and services, and the increased productivity to provide for these future needs must be met with an available work force that is growing at a much less rapid pace.

For instance, it is estimated that by 1960 fewer than one million more workers will be available for American industry and that the work week will continue to shrink. It is also estimated that production will have to be boosted from by 15% in order to meet market demands. Increased application of electric power will play a vital part in achieving this greater productivity. By 1960 each worker in this nation will have the help of 13 kilowatt hours per man-hour.

Electrification plus the use of more automatic machinery, whether in non-continuous operations or completely continuous production, has brought industry closer to the threshold of complete automatic production—or automation.

By definition, automation is a means of analyzing, organizing and controlling production processes to achieve the optimum use of all productive resources—mechanical, material and human.

Automation too suggests machinery which automatically will do such things as manufacture, inspect, test, package and even market a given product. Act-

ually, automatic machinery has been doing just this for many years. Automation has brought this new concept to industry: link together automatic machinery and automatic materials handling equipment, add automatic controls for speed, quality and tolerances, and the result is automation—continuous automatic production.

Automation is a natural result of our traditional evolutionary and progressive, step-by-step upgrading of both manufacturing operations and workers. It is not a static goal but rather part of the progressive process required by economic competition and the urgent need for increased productivity.

Naturally there are practical limits on the rate at which money can be invested in modernization of equipment and processes as a means of acquiring the benefits of automation. Initially, every single operation in a plant should be "put on the spot" and made to continually justify itself against the challenge of better ways of doing the same thing. When an operation is no longer justifiable as is, it should be lifted to the next higher stage of mechanization or automation.

In recent months, the Electric Utility Companies of Connecticut have presented in this space some of the many facets and facts of automation. These articles have dealt with:

The Basic Requirements for Automation—Product Design and Quality Control—the redesign of products to suit them for automated production, and controlling their quality during the production process.

Materials Handling—a common denominator in automation which reduces non-productive material handling costs and is a key to complete automatic production. It allows for up-

grading of manpower, increased production, inventory reduction and better use of plant facilities.

Industrial Electronic Controls—used to control a variety of machines and functions which, coupled with automatic materials handling equipment and additional controls, become part of an automated system.

Electric Heat for Controlled Production—an important factor in heat treating and metal-processing operations where careful control of heat is important, and in heating liquids, process air, surfaces, soft metals and pipelines. Flexible, automatic controlled electric heat helps to improve designs, lower operating costs and increase output.

Adjustable Speed Drives for Flexibility in Automation—the speed and rate of transfer of products and materials from one work point to another is an important aspect of automation. Adjustable speed drives for conveyors, machining operations and assembly lines, can be tailored for specific problems or products.

Automation's Life Line—a plant's electric distribution system becomes more important in mass production, continuous processing and production and automation. The best plant electric system is that which gives greatest value per dollar of investment, and economically and safely provides adequate electric service to both present and probable future plant loads.

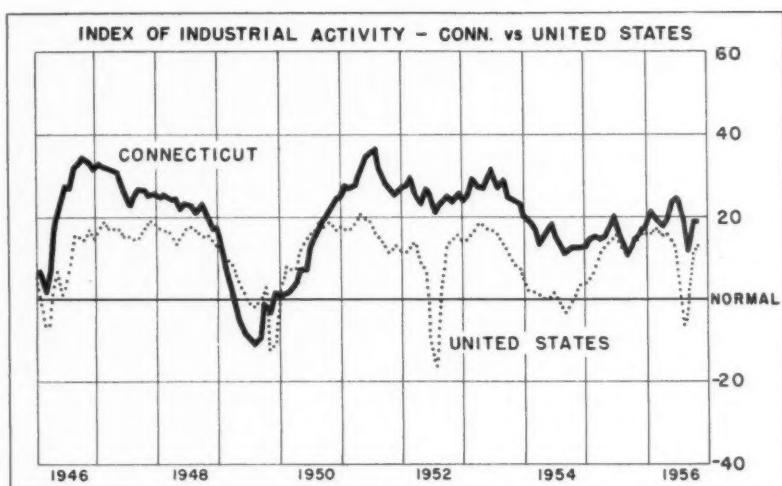
Equipment specialists and your electric utility company industrial sales engineers are available to help with your power and equipment needs. They would like to assist you in an investigation of possible applications for greater productivity, lower operating cost and better use of manpower in your plant.

THE CONNECTICUT LIGHT AND POWER COMPANY
THE CONNECTICUT POWER COMPANY
THE HARTFORD ELECTRIC LIGHT COMPANY
THE HOUSATONIC PUBLIC SERVICE COMPANY
THE UNITED ILLUMINATING COMPANY

Business Pattern

A comprehensive summary of the ups and downs of industrial activity in Connecticut for the thirty day period ending on the 15th day of the second previous month.

State Economy Remains Strong



♦ THE last quarter of 1956 opened on an encouraging note as the Index of Connecticut Business Activity for October maintained the level reached in the previous month.

Reflecting record non-farm employment and a higher average workweek of 42 hours, the October Index stood at an estimated +19%.

During the month the rail tonnage component improved somewhat as factory holiday shipments picked up momentum.

Meanwhile the construction outlook remained about the same with the slowdown in residential construction being offset by continued strong activity in non-residential building.

Earnings and Hours

In October average weekly factory earnings in both Connecticut and the U. S. rose to the highest levels on record. While average hourly wages reached a peak of \$2.02 in both areas, a one and a half hour longer workweek in this State pushed weekly earnings to \$84.84 compared to \$82.01 for the Nation as a whole.



Manufacturing Employment

Area	Oct. 1951	Oct. 1956	% Change
Bridgeport	67,660	72,640	7
New Haven	44,800	46,320	3
Hartford	79,160	79,740	1
Connecticut	426,800	434,090	2
New Britain	28,540	28,170	-1
Waterbury	44,410	42,640	-4

In the Bridgeport area, an increase of 11,000 in the aircraft industry has more than offset the slack in other industries. Likewise in New Haven, aircraft is up 5,000 while ordnance is down 2,000. In Hartford, too, the aircraft industry has more than balanced the drop in textiles and machinery.

New Britain and Waterbury show

(Continued on page 68)

Employment

The following table shows that although manufacturing employment in Connecticut has improved some 2% in the last 5 years, there has been some variation among the labor areas.



THE STEPHEN B. CHURCH CO.
SEYMOUR, CONN.
Tel.—Tuxedo 8-2132

Would you like to cut your water costs in half? That is what "CHURCH" Wells are doing for many Connecticut industries—the cut shows 1,000 G.P.M. of 52° potable water being pumped from one of our wells used for a municipal supply.

Gravel Packed Wells
Deep Well Turbine Pumps

Rock Wells
Storage Tanks

SPECIALISTS IN LARGER WATER SUPPLIES

IT'S MADE IN CONNECTICUT

EDITOR'S NOTE: This department, giving a partial list of peace-time products manufactured in Connecticut, seeks to facilitate contacts between prospective purchasers in domestic or foreign markets and producers. It includes only those listings purchased by Connecticut manufacturers. Interested buyers may secure further information by writing this department. Listing rates (12-time insertions only): \$6.00 for single listing. When several listings are ordered for insertion at the same time following multiple rates apply: \$10 for two and \$2.00 each beginning with the third.

(Advertisement)

Accounting Forms		Aluminum Castings		Bags—Paper	
Baker-Goodyear Co The	New Haven	Eastern Malleable Iron Company The	Naugatuck	Continental Can Co Paper Container Div	Kensington
Accounting Machines	Bridgeport	Newton-New Haven Co 688 Third Avenue	West Haven	Bakelite Moldings	Watertown
Underwood Corporation	Bridgeport	Charles Parker Company The	Meriden	Balls	
Adding Machines	Bridgeport	Bridgeport Brass Company	Bridgeport	Abbott Ball Co The (steel bearing and burnishing)	Hartford
Underwood Corporation	Springdale	Consolidated Industries Inc	West Cheshire	Hartford Steel Ball Co The (steel bearing and burnishing, brass, bronze, monel, stainless aluminum)	Hartford
Adhesives	Bridgeport	Scovill Manufacturing Company	Waterbury 91	Kilian Steel Ball Corp The	Hartford
Polymer Industries Inc	Raybestos-Manhattan Inc	Lapides Metals Corp	New Haven	Pioneer Steel Ball Company Inc (steel for bearings, burnishing, graining; also brass, bronze and stainless)	Unionville
Raybestos Division	Bridgeport	Bridgeport Deoxidized Bronze Corp	Bridgeport	Banbury Mixers	
Advertising Mats	Hartford	Scovill Manufacturing Company	Waterbury	Farrel-Birmingham Company Inc	Ansonia
Lockwood Sons Inc Wm H	Hartford	United Smelting & Aluminum Co Inc	New Haven	Barrels	
Advertising Plates	Hartford	Comco Inc Div of Enthone Inc	New Haven	Abbott Ball Co The (burnishing and tumbling)	Hartford
Lockwood Sons Inc Wm H	Ansonia	Arms and Ammunition Div Olin Mathieson Chemical Corp	New Haven	Hartford-Steel Ball Co The (tumbling)	Hartford
Advertising Specialties	New Haven	Remington Arms Co Inc and Peters Cartridge Div	Bridgeport	Baskets—Wire	
H C Cook Co The 32 Beaver St		Comco Inc Div of Enthone Inc	New Haven	Rolock Inc	Fairfield
Halco Co		Lead Co The H A	Handen	Bathroom Accessories	
Aerosol Products	Bridgeport	Light Metals Coloring Co Inc	Watertown	Charles Parker Co The	Meriden
Bridgeport Brass Company		Colt's Manufacturing Company	Hartford	Batteries	
Air Compressors	Hartford	Auburn Manufacturing Company The (gaskets, packings, wicks)	Middletown	Electrical Div Olin Mathieson Chemical Corp (flashlight, radio, hearing aid and others)	New Haven
Spencer Turbine Co The		Asbestos		Bearing Testers	
Air-Conditioning	Dunham-Bush Inc	Comco Inc Div of Enthone Inc	New Haven	Sperry Products Inc	Danbury
Norwalk Airconditioning Corp	West Hartford	Lead Co The H A	Handen	Bearings	
heating units oil fired)	South Norwalk	Light Metals Coloring Co Inc	Watertown	Barden Corporation The (ball)	Danbury
Air Ducts	Hartford	Comco Inc Div of Enthone Inc	New Haven	Fairlin Bearing Co (ball)	New Britain
Wiremold Co The (Retractable)		Asbestos		Marlin-Rockwell Corporation	Plainville
Air Heaters—Direct Fired	Stamford	Colt's Manufacturing Company	Hartford	New Departure Div of General Motors (ball)	Bristol
Peabody Engineering Corporation		Knapp Foundry Company Inc (bushing & bearing stock)	Guilford	Norma-Hoffmann Bearings Corp (ball and roller)	Stamford
Air Impellers	The Torrington Manufacturing Co	Asarcon Bronze		Belows Assemblies	
The Torrington Manufacturing Co	Torrington	Barnes Co The Wallace Div Associated Spring Corp	Bristol	Bridgeport Thermostat Div Robertshaw-Fulton Controls Co	Milford
Aircraft	Sikorsky Aircraft Division United Aircraft Corporation (helicopters)	Greist Manufacturing Co The	New Haven	Belows—Metallic	
Windsor Locks	Bridgeport	Humason Mfg Co The	Forestville	Bridgeport Thermostat Div Robertshaw-Fulton Controls Co	Milford
Aircraft Accessories	Chandler Evans Div Pratt & Whitney Co Inc.	J H Sessions & Son	Bristol	Bells	
(Piston and Jet Engine Accessories—Carburetors, Fuel Controls, Afterburner Regulators, Pumps, Servomechanisms and Protek Plugs)	West Hartford	Automatic Buffing & Polishing Machines		Bevin Brothers Mfg Co	East Hampton
Fenn Mfg Co The (Hardened and Ground Gears assemblies)	Newington	Harper Buffing Machine Company The	East Hampton	Gong Bell Co The	East Hampton
Gabb Special Products Div E Horton & Son Company (filler caps—pressure fuel servicing systems)	Windsor Locks	Auto Cable Housing	Hartford	N H Hill Brass Co The	East Hampton
Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Middletown	Wiremold Company The	Hartford	Belt Fasteners	
Manning Maxwell & Moore Inc (aircraft pressure switches and jet engine afterburner control systems)	Windsor Locks	Automatic Control Instruments		Saling Manufacturing Company (patented self-aligning)	Unionville
Russell Manufacturing Company The (CAA approved safety belts; webbing and hardware for safety belts; shock rings and shock cord; ring and cord hardware; webbing for all aircraft applications)	Middletown	Bristol Co The (temperature, pressure, flow, humidity, time)	Waterbury	Beltling	
Aircraft Components	Aircraft Welding & Mig Co Inc	Automobile Accessories		Hartford Beltling Co	Hartford
Aircraft Welding & Mig Co Inc	Hartford	Kilbourn-Sauer Company (lights and other accessories)	Fairfield	Russell Mfg Co The	Middletown
Aircraft Engine Timing Tools	Gabb Special Products Div E Horton & Son Company	Automotive Bodies		Bends—Pipe or Tube	
Windsor Locks		Metropolitan Body Company	Bridgeport	National Pipe Bending Co The	
Aircraft Engines	Lycoming Division Avco Manufacturing Corp	Automotive Parts		160 River St New Haven	
Stratford		Bridgeport Thermostat Div Robertshaw-Fulton Controls Co (automobile thermostats)	Milford	Bicycle Coaster Brakes	
Aircraft Fasteners	Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Eis Manufacturing Co (Hydraulic and Mechanical)	Middleton	New Departure Div General Motors Corp	Bristol
Waterbury		Raybestos Division of Raybestos-Manhattan Inc (Brake Lining, Lined Brake Shoes, Clutch Facings, Automatic Transmission Parts, Fan Belts, Radiator Hose and Miscellaneous Rubber)	Bridgeport	Bicycle Sundries	
Aircraft Instruments	Gorn Electric Company Inc	Automotive & Service Station Equipment		New Departure Div General Motors Corp	Bristol
Stamford		Scovill Manufacturing Company (Canned Oil Dispensers)	Waterbury 91	Binders Board	
Aircraft—Repair & Overhaul	Airport Department Pratt & Whitney Aircraft Division Rentschler Field East Hartford	Automotive Tools		Colonial Board Company	Manchester
Division		Eis Manufacturing Company	Middletown	Blacking Salts for Metals	
Aircraft Sheet Metal Work	Aero Form Co	Howard Company (cupola fire clay)	New Haven	Enthone Inc	New Haven
New Haven		Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford	Mitchell-Bradford Chemical Co	Bridgeport
Aircraft Studs & Bolts	Britton Mfg Co Inc	Blades		Black Oxide Finishing	New Britain
Hartford		Howard Company (cupola fire clay)	New Haven	Black Oxide Inc	New Britain
Aircraft Test Equipment	United Manufacturing Co Division of The W L Maxson Corp	Blower Fans		Black Oxide Treatment	
Hamden		Colonial Blower Company		Bennett Metal Treating Co The	Elmwood
Alumilite Aluminum Sheets	Leed Co The H A	Blowers		1045 New Britain Ave	
Hamden		Howard Company (cupola fire clay)	New Haven	Blades	
Aluminum Bronze Castings	Knapp Foundry Company Inc	Blower Fans		Capewell Manufacturing Company Metal Saw Division (hack saw and band saw)	Hartford
Guilford		Colonial Blower Company		Blocks	
		Spencer Turbine Co The		Howard Company (cupola fire clay)	New Haven
				Blower Fans	
				Plainville	
				Hartford (Advt.)	

IT'S MADE IN CONNECTICUT

Blower Systems				Cabinets
Colonial Blower Company Ripley Co	Plainville Middletown			Charles Parker Co The (medicine) Meriden
Blower Wheels				Cabinet Work
Torrington Manufacturing Company The	Torrington			Hartford Builders Finish Co Hartford
Blueprints and Photostats				Cable—Asbestos Insulated
Joseph Merritt & Co	Hartford			Rockbestos Products Corp New Haven
Bolters				Cable-Interlocked Armor
Bigelow Co The	New Haven			General Electric Company Bridgeport
General Electric Company (Residential oil and gas fired steam and hot water)	Bridgeport			Cable—Nonmetallic Sheathed
Bolts and Nuts				General Electric Company Bridgeport
Blake & Johnson Co The (nuts machine screw bolts, stove)	Waterville			Cable—Service Entrance
Clark Brothers Bolt Co	Milldale			General Electric Company Bridgeport
Boring Tools				Cages
Atrax Company The (solid carbide)	Newington			Andrew B Hendryx Co The (bird and animal) New Haven
Box Board				Cams
Bird & Son Inc	New Britain			American Cam Company Inc Hartford
Federal Paper Board Co Inc	& Montville, New Haven & Versailles			Hartford Special Machinery Co The Hartford
Lydall & Foulds Paper Co The	Manchester			Rowbottom Machine Company Inc Waterbury
Robertson Paper Box Co	Montville			
Gair Company Inc Robert	Montville			
New Haven Board and Carton Co The	New Haven			
Boxes				Canvas Products
Bird & Son Inc (corrugated, solid fibre, cleated containers)	New Britain			F B Skiff Inc Hartford
Connecticut Container Corporation	New Haven			Capacitors
Gair Company Inc Robert (corrugated and solid fibre shipping containers)	Portland			Electro Motive Mfg Co Inc The (mica & trimmer) Willimantic
Merriam Mfg Co (steel cash, bond, security, fitted tool and tackle boxes)	Durham			Carbide Drawing Dies
Middletown Mfg Co (metal)	Middletown			State Products Co (eyelet special shape dies) Oakville
Warner Bros Co The (Acetate, Paper, Acetate and Paper Combinations, Counter Display, Setup)	Bridgeport			Carbide Shape Dies
Boxes and Crates				Thomaston Tool & Die Co (any form) Thomaston
City Lumber Co of Bridgeport Inc The	Bridgeport			Carbide Tools
Boxes—Folding				Atrax Company The (solid) Newington
Leshine Carton Co	Branford			Precision Tool & Die Co Waterbury
Boxes—Metal				Card Clothing
Merriam Mfg Co (Bond and Security, Cash and Utility, Personal Files and Drawer Safes)	Durham			Standard Card Clothing Co The (for textile mills) Stafford Springs
Scovill Manufacturing Company (aluminum, brass, bronze, copper-cosmetic, drug, hair pin, ointment, pill, powder, rouge, vanity)	Waterbury			Card Indexes
Boxes—Paper—Folding				Wassell Organization Inc Westport
Atlantic Carton Corp	Norwich			Carpenter's Tools
Bridgeport Paper Box Co	Bridgeport			Sargent & Company (Planes, Squares, Plumb Bobs, Bench Screws, Clamps and Saw Vices) New Haven
Carpenter-Hayes Paper Box Co Inc	East Hampton			
Curtis & Sons Inc S	Sandy Hook			Carpet
Folding Cartons Incorporated (paper, folding)	Versailles			B F Goodrich Sponge Products Division Shelton
Gair Company Inc Robert	Montville			Carpet Cushion
H J Mills Inc	Bristol			B F Goodrich Sponge Products Division Shelton
National Folding Box Co Div Federal Paper Board Co Inc (paper folding)	New Haven and Versailles			Carpets and Rugs
New Haven Board and Carton Co The	New Haven			Bigelow-Sanford Carpet Co Thompsonville
Robertson Paper Box Co	Montville			Casters
Warner Bros Co The	Bridgeport			Bassick Company The (Industrial and General) Bridgeport
Boxes—Paper—Setup				Casters—Industrial
Bridgeport Paper Box Co.	Bridgeport			George P Clark Co Windsor Locks
Heminway Corporation The	Waterbury			Castings
H J Mills Inc	Bristol			Connecticut Foundry Co (grey iron) Rocky Hill
Strouse Adler Company The	New Haven			Connecticut Malleable Castings Co (malleable iron castings) New Haven
Warner Bros Co The	Bridgeport			Charles Parker Company The (brass, bronze, aluminum) Meriden
Braid—Elastic & Non-elastic				Ductile Iron Foundry Inc Stratford
Essex Mills Inc	Essex			Eastern Malleable Iron Company The (malleable iron, metal and alloy) Naugatuck
Brake Cables				Farrel-Birmingham Company Inc (Mechanite, Nodular, Iron, Steel) Ansonia
Eis Manufacturing Co	Middletown			H. R. Engineering Laboratories Inc (centrifugal steel mold) East Haddam
Brake Linings				Hartford Electric Steel Corp The (stainless steel) Hartford
Raybestos Division of Raybestos-Manhattan Inc (Automotive and Industrial)	Bridgeport			Plainville Casting Company (gray, alloy and high tensile irons) Plainville
Russell Mfg Co The	Middletown			Malleable Iron Fittings Co (malleable iron and steel) Branford
Brake Service Parts				McLagon Foundry Co (grey iron) New Haven
Eis Manufacturing Co	Middletown			Newton-New Haven Co (zinc and aluminum) 688 Third Ave West Haven
Brass & Bronze				Philbrick-Booth & Spencer Inc (grey iron) Bridgeport
American Brass Co The (sheet, wire, rods, tubes)	Waterbury			Producto Machine Company The Bridgeport
Bridgeport Brass Company (sheet, rod, wire and tubing)	Bridgeport			Scovill Manufacturing Company (Brass & Bronze) Waterbury 91
Bristol Brass Corp The (sheet, wire, rods)	Bristol			Turner & Seymour Mfg Co The (gray iron, semi steel and alloy) Torrington
Chase Brass & Copper Co	Waterbury			Union Mfg Co (grey iron & semi steel) New Britain
Miller Company The (phosphor bronze and brass in sheets, strips, rolls)	Meriden			Waterbury Foundry Company The (highway & sash weights) Waterbury
Plume & Atwood Mfg Co The (sheet, wire, rod)	Thomaston			Wilcox Crittenden & Co Inc (gray iron and brass) Middletown
Scovill Manufacturing Company	Waterbury 91			Williams Foundry Inc New Britain (Advt.)
Seymour Mfg Co The (strip, sheet & wire)	Seymour			
Tinsheet Metals Co The (sheets and rolls)	Waterbury			
Western Brass Mills Division of Olin Industries Inc (sheet, strip)	New Haven			

IT'S MADE IN CONNECTICUT

Castings—Investment		Coatings	Copper Castings
Arwood Precision Casting Corp	Groton	Bischoff Chemical Corporation (Peelable Plastic Coatings)	Knapp Foundry Company Inc
Cement-filler			Guilford
Clark Cast Steel Cement Company (iron)	Clinton	Boesch Mfg Co Inc	Copper Sand Castings
Cements—Refractory		Coil Winding Machines	Bridgeport Deoxidized Bronze Corp
Mullite Refractory Co The	Shelton	Dano Electric Company	Bridgeport
Centerless Grinding		Coils	Copper Sheets
Winsted Centerless Co	Winsted	Bittermann Electric Company	American Brass Company The New Haven Copper Co The
Centers		Coils—Electric	Waterbury Seymour
Ready Tool Co The (anti friction, carbide tipped, high speed)	Bridgeport	National Pipe Bending Co The	Copper Shingles
Chain		160 River St New Haven	New Haven Copper Co The Seymour
Risdon Manufacturing Co John M Russel Div	Naugatuck	Whitlock Manufacturing Co The	Copperware
Turner and Seymour Mfg Co The (weldless, sash, jack, safety, furnace, universal, lion and cable)	Torrington	Hartford	Bridgeport Brass Company (cooking utensils)
Chain—Bead		Cold Molded Electrical Insulation	Copper Water Tube
Auto-Swage Products Inc	Shelton	Meriden Molded Plastics	American Brass Company The Bridgeport Brass Co
Bead Chain Mfg Co The	Bridgeport	Commercial Heat Treating	Waterbury Bridgeport
Chain—Power Transmission and Conveying		A F Holden Company The	Cords—Asbestos Insulated
Whitney Chain Company	Hartford	52 Richard St West Haven	General Electric Company
Chairs		Commercial Truck Bodies	Cords—Braided
The Hitchcock Chair Company	Riverton	Metropolitan Body Company	General Electric Company
Chemical Analysis		Compacts	Cords—Heater
State Testing Laboratory	Bridgeport	Scovill Manufacturing Company (powder and rouge)	Essex Mills Inc
Chemical Manufacturing		Comparators	General Electric Company
Carwin Company The	North Haven	Pratt & Whitney Co Inc (Electro-limit and Air-O-Limit)	West Hartford
Chemicals		Compressors	General Electric Company
Apothecaries Hall Co	Waterbury	Norwalk Company Inc (high pressure air and gas)	South Norwalk
Carwin Company The	North Haven	Computers	General Electric Company Seeger-Williams Inc
Macalaster Hicknell Company	New Haven	Plasticrete Corp	Concrete Products Hamden
MacDermid Incorporated	Waterbury	Condenser and Heat Exchanger Tubes	Condenser and Heat Exchanger Tubes
Naugatuck Chemical Division	United States	Scovill Manufacturing Company	Bridgeport Waterbury
Rubber Co	Naugatuck	Cones	Sonoco Products Co (Climax-Lowell Div) Mystic
New England Lime Company	Canaan	Consulting Engineers	Correspondence Files
Pfizer & Co Inc Chas	Groton	McNeal J D (Electrical and Electronic)	Wassell Organization Inc
Chemicals—Agriculture		Standish Associates	Corrugated Box Manufacturers
Naugatuck Chemical Division United States	United States	Stanley P Rockwell Co Inc The (Consulting)	Connecticut Container Corporation New Haven
Rubber Co (insecticides, fungicides, weed killers)	Naugatuck	296 Homestead Ave	Corrugated Containers Inc Hartford
Christmas Light Clips		Continuous Mill Gages	Corrugated Shipping Cases
Foursome Manufacturing Co	Bristol	Pratt & Whitney Co Inc	Connecticut Container Corporation New Haven
Chromium Plating		Contract Machining	Connecticut Corrugated Box Div Robert Gair Co Inc
Chromium Corp of America	Waterbury	Laurel Mfg Co Inc (Precision Production Small Parts)	Portland
Chromium Process Company The	Shelton	Malleable Iron Fittings Company	D L & D Container Corp 87 Shelton Ave New Haven
City Plating Works Inc	Bridgeport	Charles Parker Co	Contract Machining
Chucks		Fenn Mfg Co The (Precision Machine Work)	Contract Manufacturers
Cushman Chuck Co The	Hartford	Greist Mfg Co The (metal parts and assemblies)	Newington
Horton Chuck Div The E Horton & Son Company	Windsor Locks	503 Blake St	New Haven
Jacobs Manufacturing Co The	West Hartford	Merriam Mfg Co (production runs—metal boxes and containers to specifications)	Durham
Union Manufacturing Company	New Britain	Charles Parker Co (sheet metal fabricators)	Meriden
Chucks—Drill		Plume & Atwood Mfg Co The (metal parts and assemblies)	Contract Manufacturers
Jacobs Manufacturing Co The	West Hartford	Scovill Manufacturing Company	Newington
Chucks & Face Plate Jaws		J H Sessions & Son	Controls—Remote
Cushman Chuck Co The	Hartford	Bristol Company The	Controls—Remote
Union Mfg Co	New Britain	Manning Maxwell & Moore Inc	for Marine & Aeronautic Applications
Horton Chuck Div The E Horton & Son Company	Windsor Locks	Sperry Products Inc	Controls Remote, Hydraulic
Chucks—Power Operated			Converters DC to AC
Cushman Chuck Co The	Hartford	Leeds Conveyor Mig Co The	Conveyor Systems
Union Manufacturing Company	New Britain	Production Equipment Co	East Haven Meriden
Circuit Breakers		American Brass Corp The (sheet, wire, rods, tubes)	Copper
Trumbull Components Department, General Electric Co	Plainville	Bridgeport Brass Company (sheet, rod, wire and tubing)	Waterbury
Circulating Pumps		Bristol Brass Corp The (steel)	Bridgeport
Corley Co Inc The	Plainville	Chase Brass & Copper Co (sheet, rod, wire tube)	Bristol
Clay		Thinsheet Metals Co The (sheets and rolls)	Waterbury
Howard Company (Fire Howard "B" and High Temperature Dry)	New Haven	Western Brass Mills Div Olin Mathieson Chemical Corp	Waterbury
Cleaning Compounds (Industrial)	New Haven		New Haven
Enthone Inc			Cushioning for Packaging
Cleansing Compounds			B F Goodrich Sponge Products Division
MacDermid Incorporated	Waterbury		Shelton Gilman Brothers Co The
Clock Mechanisms			Cut Stone
Lux Clock Mfg Co The	Waterbury		Dextone Co The
Clocks			Cutters
E Ingraham Co The	Bristol		Atrax Company The (solid carbide) Newington
Seth Thomas Clocks	Thomaston		Barnes Tool Company The (pipe cutters, hand)
United States Time Corporation The	Waterbury		New Haven
Clocks—Alarm			Mitrametric Co The (ground pinion)
Lux Clock Mfg Co The	Waterbury		Torrington
Clocks—Automatic Cooking			Pratt & Whitney Co Inc (Milling Cutters all types)
Lux Clock Mfg Co The	Waterbury		Cutting & Creasing Rule
Clutches			Bartholomew Co H I
Snow-Nabsted Gear Corp The	New Haven		Decalcomania
Clutch Facings			Sirocco Screenprints
Raybestos Division of Raybestos-Manhattan Inc (Molded, Woven, Semi-metallic and Full-metallic)	Middlebury		New Haven
Russell Mfg Co The	Middletown		Deep Hole Drilling & Reaming

IT'S MADE IN CONNECTICUT

Deep Drawings	Stanley Pressed Metal	New Britain	Draft Inductors	Corley Co Inc	The Drawer Bottoms	Plainville	Electric Wiring Devices	Arrow-Hart & Hegeman Electric Co	The Hartford
Delayed Action Mechanism	M H Rhodes Inc	Hartford	Lustrewood Corp	(Lustrewood)	Milford		Electric Woven Heating Elements	Pre-Fab Heating Co Inc	Guilford
R W Cramer Company Inc	The Centerbrook		Townsend Mfg Co	The H P	Elmwood		Electrical and Electronic Assemblies	Sight Light Div The American Machine & Foundry Co	Deep River
Demineralizers	Crystal Research Laboratories	Hartford	Drill Presses	Howe & Fant Inc (Turret Type)	East Norwalk		Electrical Conduit Fittings & Grounding Specialties	Gillette-Vibber Company	The New London
Design and Development	Sight Light Div The American & Machine & Foundry Co (electrical and electronic equipment)	Deep River	Drilling Machines	Pratt & Whitney Co Inc (Deep Hole)	West Hartford		Electrical Connectors	Burndy Engineering Co Inc	Norwalk
Development Work	Saybrook Manufacturing Inc	Old Saybrook	Drilling and Tapping Machinery	Hartford Special Machinery Co	The Hartford		Electrical Control Apparatus	Plainville Electrical Products Co	The Plainville
Diamonds—Industrial	Diamond Tool and Die Works	Hartford	Drop Forgings	Atwater Mfg Co	Plantsville		Electrical Goods	A C Gilbert Co	New Haven
Dictating Machines	Dictaphone Corporation	Bridgeport	Billings & Spencer Co	The Hartford			Electrical Motors	Electric Specialty Co	Stamford
Gray Manufacturing Company	The Hartford		Consolidated Industries	West Cheshire			U S Electrical Motors Inc	Milford	
SoundScriber Corporation	The New Haven		Wilcox Crittenden & Co Inc	Middletown			Electrical Recorders	Bristol Co The	Waterbury
Die Cast Dies	C & F Tool & Die Corp	Bridgeport	Druggists' Rubber Sundries	Seamless Rubber Company	The New Haven		Electrical Relays and Controls	Allied Control Co	Plantsville
Die Castings	Mt Vernon Die Casting Co	Stamford	Duplicating Machines—Automatic	Pratt & Whitney Co Inc	West Hartford		Electrical Switchboards	Plainville Electrical Products Co	The Plainville
Newton-New Haven Co Inc	New Haven		Duplicator Tables	Regent Machine Co	Bridgeport		Pneumatic Applications Co	Simsbury	
Die Casting Dies	ABA Tool & Die Co	Manchester	Elastic Narrow Fabric	Essex Mills Inc	Essex		Electrical Test Equipment	McNeal J D	New Haven
Eastern Machine Screw Corp	The Truman & Barclay Sts	New Haven	Electric Cables	General Electric Company (for residential, commercial and industrial applications)	Bridgeport		Electrical Wiring Systems	Wiremold Co	The Hartford
Parker Stamp Works Co	The Hartford		Rockbestos Products Corp (asbestos insulated)	New Haven			Electronic Parts	Terrville Manufacturing Co (Stampings to customer specifications)	Terrville
Weimann Bros Mfg Co	The Derby		Electric—Commutators & Segments	Cameron Elec Mfg Co	The Ansonia		Electronics	Gray Manufacturing Company	The Hartford
Die Heads—Self Opening	Eastern Machine Screw Corp	The New Haven	Electric Cord Springs	Bristol Spring Manufacturing Co	Plainville		McNeal J D	New Haven	
Geometric Tool Division, Greenfield	Tap & Die Corp	New Haven	Electric Cords	General Electric Company	Bridgeport		Middletown Mfg Co (metal cabinets, chassis panels, brackets, cases)	Middletown	
			Rockbestos Products Corp (asbestos insulated)	New Haven			Newton Co The	Manchester	
Die Polishing Machinery	Hartford Special Machinery Co	The Hartford	Electric Eye Control	Ripley Company Inc	Middletown		Ripley Co	Middletown	
Die Sets	Pratt & Whitney Co Inc (Precision)	West Hartford	Electric Fixture Wire	General Electric Company	Bridgeport		Sturup Larabee & Warmers Inc	Middletown	
Producto Machine Company	The Bridgeport		Rockbestos Products Corp (asbestos insulated)	New Haven					
Union Mfg Co (precision, steel and semi-steel)	New Britain		Electric Hand Irons	Winsted Hardware Mfg Co (trade mark "Durable")	Winsted		Electroplating	City Plating Works Inc	Bridgeport
Die Sinkers	Pratt & Whitney Co Inc	West Hartford	Electric Heating Elements	Hartford Element Co	Hartford		National Shardizing & Machine Co	Hartford	
Dies	Hoggson & Pettis Mfg Co	The 141 Brewery St New Haven	Electric Ignition Harnesses	General Electric Company	Bridgeport		Waterbury Plating Company	Waterbury	
Mitrametric Co	The (ground for gears)		Electric Insulation	Case Brothers Inc	Manchester				
Parker Stamp Works Inc	The Hartford		Fan-Craft Mfg Co (residential, church, post lanterns)	Stevens Paper Mills Inc	Windsor		Electroplating—Equipment & Supplies	Comco Inc Div of Enthone Inc	New Haven
Pratt & Whitney Co Inc (Monocone and Ducone Dies)	West Hartford		Plume & Atwood Mfg Co	The Thomaston			Len Manufacturing Co The	Waterbury	
Dies & Die Cutting	Douglas Co Geo M	New Haven	Wasley Products Inc	Plainville			MacDermid Incorporated	Waterbury	
Dish Drying Machines	Colt's Manufacturing Company	Hartford	Electric Lighting Fixtures				Electroplating Processes & Supplies	Enthone Inc	New Haven
Dish Washing Machines	Colt's Manufacturing Company	Hartford					United Chromium Incorporated	Waterbury	
Display Containers	National Folding Box Co Div Federal Paper Board Co Inc (folding paperboard)	New Haven and Versailles	Electric Motor Controls	Arrow-Hart & Hegeman Electric Co	The Hartford		Electrotypes	Barnum-Hayward Electrotype Co Inc	New Haven
Displays—Metal	Durham Mfg Co The (Designing & Mfg to customers' specifications)	Durham	Electrical Outlet and Switch Boxes, and Covers	General Electric Company	Bridgeport		Lockwood Sons Inc Wm H	Hartford	
Merriam Mfg Co (Contract Work to Individual Specifications)		Durham	Electric Signs	Berger Sign Co	Hartford		New Haven Electrotype Div	Electrographic Corp	New Haven
Parsons Co Inc W A (custom designed)			Electric Switches	Arrow-Hart & Hegeman Electric Co	The Hartford				
Distribution Centers	Distribution Assemblies Department, General Electric Co	Plainville	Electric Time Controls	Cramer Controls Corporation	The Centerbrook		Elevators	Eastern Elevator Co (passenger and freight)	New Haven
Door Closers	Sargent & Company	New Haven					General Elevator Service Co	Hartford	
Yale & Towne Mfg Co	The Stamford		Electric Underfloor Duct System	General Electric Company	Bridgeport		Enameling	Waterbury Plating Company	Waterbury
Doors	Bilco Co The (metal, residential and commercial)	West Haven	Electric Wire	General Electric Company	Bridgeport		Enamels & Lacquers	Doobs Chemical Co	New Haven
Dowel Pins	Allen Manufacturing Co	Hartford	Rockbestos Products Corp (asbestos insulated)	New Haven			to customers' specifications)		
Holo-Krome Screw Corp	The West Hartford						End Milling Cutters	Pratt & Whitney Co Inc	West Hartford
Drafting Accessories	Joseph Merritt & Co	Hartford					End Mills	Atrax Company	Newington
							Engines	Pratt & Whitney Aircraft Div	United Aircraft Corp (aircraft)
							Envelopes	Curtis 1000 Inc	Hartford
							United States Envelope Company	Hartford	
							Hartford Division		
							Envelopes—Stock and Special	Continental Can Co	Paper Container Div Kensington
							Environmental Testing	State Testing Laboratory	Bridgeport

IT'S MADE IN CONNECTICUT

Extractors—Tap	Walton Company The	West Hartford	Flashlights	Bridgeport Metal Goods Mfg Co	Bridgeport	Glass Blowing	Arnco Sign Co (scientific apparatus)	Meriden	
Extruders and Accessories	Standard Machinery Co The (for the wire and cable mfrs)	Mystic	Electrical Div Olin Mathieson	Chemical Corp New Haven	Macalaster Bicknell Company	Glass Cutters	Macalaster Bicknell Company	New Haven	
Eyelets	American Brass Company The	Waterbury	Flat Springs	Bristol Spring Manufacturing Co	Plainville	Glass Cutters	Fletcher-Terry Co The	Forestville	
Mark Eyelet & Stamping Co. (small—metal stampings)	Wolcott	Gemco Manufacturing Co Inc	Southington	Glass Machinery	Tavano Mfg Co	Glass Machinery	Torrington		
Platt Bros & Co The P O Box 1030	Waterbury	Pratt & Whitney Co Inc	West Hartford	Gold & Silver Plating	Donham Craft Inc (on metals & plastics)	Thomaston			
Plume & Atwood Mfg Co The	Thomaston	Beaton & Cadwell Mfg Co The	New Britain	Golf Equipment	Horton Mfg Co The (clubs, shafts, balls, bags)	Bristol			
Scovill Manufacturing Company	Waterbury 91	Fullerton Manufacturing Corp	Norwalk	Greeting Cards	A D Steinbach & Sons Inc	New Haven			
Stevens Co Inc	Waterbury	Vanderman Manufacturing Co The	Willimantic	Grinding	Farrel-Birmingham Company Inc (Roll and Cylindrical)	Ansonia			
Waterbury Companies Inc	Waterbury	Wiremold Company The	Hartford	Grinding	Hartford Special Machinery Co The (gears, threads, cams and splines)	Hartford			
Eyelets, Ferrules and Wiring Terminals	American Brass Company The	Waterbury	Floor & Ceiling Plates	Beaton & Cadwell Mfg Co The	New Britain	Grinding	Horberg Grinding Industries Inc (Precision custom grinding; centerless, cylindrical, surfaces, internal and special)	Thomaston	
American Brass Company The	Waterbury	Fullerton Manufacturing Corp	Norwalk	Fluorescent Lighting Equipment	Vanderman Manufacturing Co The	Willimantic			
Waterbury Companies Inc	Waterbury	Stevens Co Inc	Waterbury	Forgings	Atwater Manufacturing Company	Hartford			
Fabricators	Scovill Manufacturing Company (aluminum, brass, bronze, copper, steel)	Waterbury	Foundries	Billings & Spencer Company	Plantsville	Grommets	American Brass Company The	Waterbury	
Scovill Manufacturing Company The	Torrington	Capewell Manufacturing Company	Hartford	Connecticut Malleable Castings Co (malleable iron castings)	New Haven	Plume & Atwood Mfg Co The	Waterbury		
Fan Blades	Waterbury Companies Inc	Waterbury	Clark Brothers Bolt Co	Hartford	Ductile Iron Foundry Inc	Stratford	Guard	Farrel-Birmingham Company Inc (Roll)	Ansonia
Fancy Dress Buttons and Buckles	Waterbury	Consolidated Industries Inc	West Cheshire	Farrel-Birmingham Company Inc (Iron and Steel)	Ansonia	Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders)	West Hartford		
General Electric Company	Bridgeport	Heppenstall Co (all kinds and shapes)	Bridgeport	Hartford Electric Steel Corp The	Hartford	Rowbottom Machine Company Inc (cam)	Waterbury		
Fasteners—Aircraft	Scovill Manufacturing Company (PANELOC Aircraft Fasteners)	Waterbury	Charles Parker Company The (brass, bronze, aluminum)	Meriden	Grinding—Centerless	Waterbury Centerless Grinding Co	Middletown		
Scovill Manufacturing Company (GRIPPER snap fasteners)	Waterbury	Plainville Casting Company (gray, alloy and high tensile irons)	Plainville	Pratt & Whitney Co Inc (Pneumatic, High Speed)	West Hartford				
Fasteners—Laundry Proof	G E Prentice Mfg Co The	Kensington	Producto Machin Company The	Bridgeport	Grinding Heads—Internal	Pratt & Whitney Co Inc (Pneumatic, High Speed)	West Hartford		
Scovill Manufacturing Company (GRIPPER zippers and GRIPPER snap fasteners)	Waterbury	Turner & Seymour Mfg Co The (gray, iron, semi steel and alloy)	Torrington	Grinding Machines	Farrel-Birmingham Company Inc (Roll)	Ansonia			
Felt	New Britain	Union Mfg Co (gray iron & semi steel)	Torrington	Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middletown	Pratt & Whitney Co Inc (Surface, Die, Gear and Cutter Grinders)	West Hartford		
Auburn Manufacturing Company The (mechanical, cut parts)	Middletown	Williams Foundry Inc	New Britain	Wilcox Crittenden & Co Inc (iron, brass, aluminum and bronze)	Middlebury	Rowbottom Machine Company Inc (cam)	Waterbury		
Drycor Felt Company (paper makers and industrial)	Staffordville	Fountain Pens and Mechanical Pencils	Waterman Pen Company Inc	Weymouth	Grommets	American Brass Company The	Waterbury		
Felt—All Purpose	American Felt Co (Mill & Cutting Plant)	Glenville	Foundry Riddles	John P Smith Co The	423-33 Chapel St	Plume & Atwood Mfg Co The	Waterbury		
Chas W House & Sons Inc (Mills & Cutting Plant)	Unionville	Four Slide Forms	Peck Spring Co	Plainville	Guard	Saybrook Manufacturing Inc	Old Saybrook		
Fenders—Boat	B F Goodrich Sponge Products Division	Shelton	Frames—Hack Saw	Thompson & Son Co The Henry G.	New Haven	Guards for Machinery	Wheeler Co The G E	New Haven	
Fiber-glass Fabrication	Cine-Video Productions Inc	Milford	Fuel Oil Pump and Heater Sets	Peabody Engineering Corporation	Stamford	Hack and Band Saw Blades	Capewell Manufacturing Co The	Hartford	
Davis Co The E J	New Haven	Furnaces	Norwalk Airconditioning Corp	The (warm air oil fired)	Hair Hygiene Preparations	Parker Herbes Corporation	Stamford		
Fibre Board	Bird & Son Inc	New Britain	Gage Blocks	Pratt & Whitney Co Inc (Alloy steel and Carbide, Hooke and USA)	West Hartford	Hammers—Carpenters and Machinists	Capewell Manufacturing Company	Hartford	
Case Brothers Inc	Manchester	Gaskets	Malleable Iron Fittings Co	Branford	Hand Tools	Billings & Spencer Company (wrenches, sockets and shop tools)	Hartford		
C H Norton Co The	North Westchester	Auburn Manufacturing Company The (from all materials)	Wilcox Crittenden & Co Inc	Middletown	Hardness Testers	Wilson Mechanical Instrument Div American Chain & Cable Company Inc	Bridgeport		
Stevens Paper Mills Inc The	Windsor	Raybestos Division of Raybestos-Manhattan Inc	Gaskets	Hardware	Bassick Company The (Automotive)	Bridgeport			
File Cards	Standard Card Clothing Co The	Stafford Springs	Tsingris Die Cutting Corp (from all materials)	Bridgeport	Harlock Products Corp	New Haven			
Filling Equipment	Wassell Organization Inc	Westport	American Felt Co	Glenville	Sargent & Company	New Haven			
Films	Cine-Video Productions Inc	Milford	Gas Range Conversion Burner	Holyoke Heater Corp of Conn Inc	Hartford	Wilcox Crittenden & Co Inc (marine heavy and industrial)	Middlebury		
Finger Nail Clippers	H C Cook Co The	32 Beaver St Ansonia	Gas Scrubbers, Coolers and Absorbers	Peabody Engineering Corporation	Stamford	Yale & Towne Mfg Co The	Stamford		
Firearms	Colt's Manufacturing Company	Hartford	Gauges	Bristol Co The (pressure and vacuum-recording automatic control)	Waterbury	Hardware—Marine & Bus	Rostand Mfg Co The	Milford	
Junior Screw Machine Products Inc	West Haven	Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum)	Manning Maxwell & Moore Inc	Bridgeport	Hardware—Trailer Cabinet	Excelsior Hardware Co The	Stamford		
Marlin Firearms Co The	New Haven	Pratt & Whitney Co Inc (Precision Measurement all types)	Stratford	Hardware, Trunk & Luggage	Corbin Cabinet Lock Div American Corp	Hardware			
O F Mosberg & Sons Inc	New Haven		Pratt & Whitney Co Inc	West Hartford	J H Sessions & Son	New Britain			
Remington Arms Company Inc	Bridgeport			Yale & Towne Mfg Co The	Bristol				
Arms and Ammunition Div	Olin Mathieson Chemical Corp	New Haven			Yale & Towne Mfg Co The	Stamford			
Fire Alarm Systems	Fire-Lite Alarms Inc	New Haven	Gaskets—Insulation	American Felt Co	Glenville	Hat Machinery	Doran Bros Inc	Danbury	
Fire Hose	Fabrics Fire Hose (municipal and industrial)	Sandy Hook	Gas Range Conversion Burner	Holyoke Heater Corp of Conn Inc	Hartford	Health Surgical & Orthopedic Supports	Boger Brothers Company The (custom made for back, breast, and abdomen)	New Haven	
Fireplace Goods	American Windshield & Specialty Co The 881 Boston Post Road	Milford	Gauges	Bristol Co The (pressure and vacuum-recording automatic control)	Waterbury	Heat Elements	Electroflex Heat Inc	Hartford	
John P Smith Co The (screens)	423-33 Chapel St	New Haven	Helicoid Gage Division American Chain & Cable Co The (pressure and vacuum)	Manning Maxwell & Moore Inc	Bridgeport	Safeway Heat Elements Inc (woven wire resistance type)	Middletown		
Fireproof Floor Joists	Dextone Co The	New Haven	Gears	Pratt & Whitney Co Inc (Precision Measurement all types)	Stratford	Heat Exchangers	Whitlock Manufacturing Co The	Hartford	
Fireworks	M Backes' Sons Inc	Wallingford	Mitrametric Co The (blanked fine pitch)			Heat Treating	Bennett Metal Treating Co The	Elmwood	
Fishing Tackle	H C Cook Co The 32 Beaver St	Ansonia	Gears and Gear Cutting	Farrel-Birmingham Company Inc	Ansonia	Commercial Metal Treating Co	New Britain-Gridley Machine Division	Bridgeport	

I T ' S M A D E I N C O N N E C T I C U T

Heat-Treating Equipment		Insulated Wire & Cable	
Barnes Co	The Wallace Div Associated Spring Corp	General Electric Company	(for residential commercial and industrial applications)
Bauer & Company Inc	Hartford	Bridgport	
Rolock Inc (Retorts, Muffles, etc.)	Fairfield	Seymour	
Stanley P Rockwell Co Inc	The (commercial) 296 Homestead Ave	Wallingford	
Heat Treating Fixtures		Instruments	
Rolock Inc (Trays, Baskets, etc.)	Fairfield	Bristol Company The	Waterbury
Wiretex Mfg Co Inc	Bridgeport	J-B-T Instruments Inc (Electrical and Temperature)	New Haven
Heat Treating Salts and Compounds		Manning, Maxwell & Moore Inc	Stratford
Mitchell-Bradford Chemical Co	Bridgeport	Pratt & Whitney Co Inc (Precision Measuring)	West Hartford
Heaters—Electric		Integrators	
General Electric Company	Bridgeport	Reflectone Corporation The	Stamford
Heating and Cooling Coils		Inter-Communications Equipment	
G & O Manufacturing Co	New Haven	Connecticut Telephone & Electric Corp	Meriden
Heating Elements		Interval Timers	
Hartford Element Co	Hartford	Lux Clock Manufacturing Company	Waterbury
Heavy Chemicals		Rhodes Inc M H	Hartford
Naugatuck Chemical Division	United States	Jacquard	
Rubber Co (sulphuric, nitric and muriatic acids and aniline oil)		Case Brothers Inc	Manchester
Hex-Socket Screws		Japanning	
Bristol Company The	Waterbury	J H Sessions & Son	Bristol
Holo-Krome Screw Corp The	West Hartford	Jig Borer	
High Frequency Alternators		Moore Special Tool Co (Moore)	Bridgeport
Electric Specialty Co	Stamford	Pratt & Whitney Co Inc	West Hartford
Highway Guard Rail Hardware		Jigs, Fixtures & Gages	
Malleable Iron Fittings Co	Branford	Federal Machine & Tool Co	Bristol
Hinges		Jig Grinder	
Homer D Bronson Company	Beacon Falls	Moore Special Tool Co (Moore)	Bridgeport
Hobs and Hobbing		Keller Machines	
ABA Tool & Die Co	Manchester	Pratt & Whitney Co Inc	West Hartford
Parker Stamp Works Inc	Hartford	Key Blanks	
Pratt & Whitney Co Inc (Die and Thread Milling)	West Hartford	Sargent & Company	New Haven
Hoists		Yale & Towne Mfg Co The	Stamford
J-B Engineering Sales Co	New Haven	Labels	
Hoists and Trolleys		J & J Cash Inc (Woven)	South Norwalk
Union Mfg Company	New Britain	Naugatuck Chemical Division	United States
Hose Fittings		Rubber Co (for rubber articles)	Naugatuck
Don Mfg Co J M	Naugatuck	Label Moisteners	
Scovill Manufacturing Company	Waterbury	Better Packages Inc	Shelton
Hose—Flexible Metallic		Laboratory Equipment	
American Brass Co	Waterbury	Eastern Industries Inc	New Haven
American Metal Hose Branch	Waterbury	Laboratory Supplies	
Hose Supporter Trimmings		Macalaster Bicknell Company	New Haven
Hawie Mfg Co The (So-Lo Grip Tabs)	Bridgeport	Laces	
Hospital Signal Systems		American Fabrics Company The	Bridgeport
Connecticut Telephone & Electric Corp	Meriden	Wilcox Lace Corporation	Middletown
Hydraulic Brake Fluids		Laces and Nettings	
Eis Manufacturing Co	Middletown	Wilcox Lace Corporation The	Middletown
Hypodermic Needles		Lacquers & Synthetic Enamels	
Roehr Products Company	Waterbury	Chemical Coatings Corporation	Rocky Hill
Ice Buckets		I-Sis Chemicals Inc	Stamford
B F Goodrich Sponge Products	Shelton	United Chromium Incorporated	Waterbury
Impregnating		Ladders	
American Metaseal Inc (metal, wood, etc.)	Hamden	A W Flint Co	196 Chapel St New Haven
Industrial Chrome Plating		Laminated Metal	
Mirror Polishing & Buffing Co	Waterbury	Bridgeport Brass Company	Bridgeport
Industrial Displays		Lamps	
Sansone Co S Frederick (Designers Builders and Counselors)	Short Beach	Plume & Atwood Mfg Co The (metal oil)	Waterbury
Industrial Finishes		Lampholders—Incandescent and Fluorescent	
Chemical Coatings Corporation	Rocky Hill	General Electric Company	Bridgeport
United Chromium Incorporated	Waterbury	Lamp Shades	
Industrial Tools—Powder Actuated		Verplex Company The	Essex
Remington Arms Company Inc	Bridgeport	Lanterns—Battery Operated	
Inhalators		Electrical Div Olin Mathieson Chemical Corp	New Haven
Cycle-Flo Company The	Milford	Lathes—Contin-U-Matic	
Inks		Bullard Company, The (vertical multi-spindle-continuous turning type)	Bridgeport
Waterman Pen Company Inc	Seymour	Lathes—Man-Au-Trol	
Insecticides		Bullard Company The	Bridgeport
American Cyanamid Company	Waterbury	Lathes—Multi-Au-Matic	
Instalment Payment Books		Bullard Company The (vertical multi-spindle-indexing type)	Bridgeport
Wassell Organization Inc	Westport	Lathes—Toolroom and Automatic	
		Pratt & Whitney Co Inc	West Hartford
Lathes—Vertical Turret		Lathes—Vertical Turret	
Bullard Company	The (single spindle)	Bullard Company	The (single spindle)
		Bridgport	Bridgport
Lead Plating		Leather	
Christie Plating Co	The	Norwich Leather Co	Norwich
		Herman Roser & Sons Inc (Genuine Pigskin)	Glastonbury
Leather Dog Furnishings		Leather Goods Trimmings	
Andrew B Hendry Co The	New Haven	G E Prentice Mfg Co The	Kensington
The Smith-Worthington Saddlery Co	Hartford	Leather, Mechanical	
		Auburn Manufacturing Company	The (packings, cubs, washers, etc)
Letterheads		Letterheads	
Lehman Brothers Inc	(designers, engravers, lithographers)	New Haven	New Haven
Levels—Machinist's Precision		Levels—Machinist's Precision	
Bullard Company The		Bullard Company The	Bridgeport
Light Assemblies		Light Assemblies	
Saybrook Manufacturing Inc	Old Saybrook	Genal Electric Company	Bridgeport
Lighting Accessories—Fluorescent		Lighting Equipment	
		Fullerton Manufacturing Corp	Norwalk
		Miller Co The (Miller, Duplexalite, Ivanhoe)	Ivanhoe
		Meriden	Meriden
Lines—Braided		Lines—Braided	
Essex Mills Inc		Essex Mills Inc	Essex
Lime		Lime	
New England Lime Company		New England Lime Company	Canaan
Lipstick Cases		Lipstick Cases	
Scovill Manufacturing Company		Scovill Manufacturing Company	Waterbury
Lipstick Containers		Lipstick Containers	
Bridgeport Metal Goods Mfg Co		Bridgeport Metal Goods Mfg Co	Bridgeport
Plume & Atwood Manufacturing Co		Plume & Atwood Manufacturing Co	Waterbury
Lithographers		Lithographers	
O'Toole & Sons Inc T		O'Toole & Sons Inc T	Stamford
Lithographing		Lithographing	
Kellogg & Bulkeley A Division of		Kellogg & Bulkeley A Division of	Connecticut
Printers Inc		Printers Inc	Hartford
Lehman Brothers Inc		Lehman Brothers Inc	New Haven
A D Steinbach & Sons		A D Steinbach & Sons	New Haven
Locks—Banks		Locks—Banks	
Yale & Towne Mfg Co The		Yale & Towne Mfg Co The	Stamford
Locks—Builders		Locks—Builders	
Sargent & Company		Sargent & Company	New Haven
Yale & Towne Mfg Co The		Yale & Towne Mfg Co The	Stamford
Locks—Cabinet		Locks—Cabinet	
Excelsior Hardware Co The		Excelsior Hardware Co The	Stamford
Yale & Towne Mfg Co The		Yale & Towne Mfg Co The	Stamford
Locks—Special Purpose		Locks—Special Purpose	
Yale & Towne Mfg Co The		Yale & Towne Mfg Co The	Stamford
Locks—Suitcase and Trimmings		Locks—Suitcase and Trimmings	
Excelsior Hardware Co The		Excelsior Hardware Co The	Stamford
Locks—Trunk		Locks—Trunk	
Excelsior Hardware Co The		Excelsior Hardware Co The	Stamford
Yale & Towne Mfg Co The		Yale & Towne Mfg Co The	Stamford
Locks—Zipper		Locks—Zipper	
Excelsior Hardware Co The		Excelsior Hardware Co The	Stamford
Loom—Non-Metallic		Loom—Non-Metallic	
Wiremold Company The		Wiremold Company The	Hartford
Lubricants—High Pressure		Lubricants—High Pressure	
Alpha Molykote Corp The		Alpha Molykote Corp The	Stamford
Lubricants—Extreme Temperatures		Lubricants—Extreme Temperatures	
Alpha Molykote Corp The		Alpha Molykote Corp The	Stamford
Lubricating System—Mist		Lubricating System—Mist	
Thompson & Son Co The		Thompson & Son Co The	New Haven
Henry G.		Henry G.	
Lumber & Millwork Products		Lumber & Millwork Products	
City Lumber Co of Bridgeport Inc		City Lumber Co of Bridgeport Inc	Bridgeport
Machetes		Machetes	
Collins Company The		Collins Company The	Collinsville
Machine Design		Machine Design	
Black Rock Mfg Company The		Black Rock Mfg Company The	Bridgeport
Standish Associates		Standish Associates	Fairfield (Add.)

IT'S MADE IN CONNECTICUT

Machine Tool Designers	New Britain	Machines—Forming	A H Nilson Mach Co The (four-slide wire and ribbon stock)	Master Engineering Company Stanley Pressed Metal	West Cheshire New Britain
R & S Company					
Machine Tools		Machines—Paper Ruling	John McAdams & Sons Inc	Norwalk	Metal Mouldings
Bullard Company The	Bridgeport			Leed Co The H A	Hamden
Farrel-Birmingham Company Inc	Ansonia	Machines—Pipe & Bolt Threading	Capewell Mfg Co The	Hartford	Metal Novelties
Pratt & Whitney Co Inc	West Hartford			H C Cook Co The	32 Beaver St Ansonia
Producto Machine Company The	Bridgeport	Machines—Precision Boring	New Britain-Gridley Machine Division The New Britain Machine Co	New Britain	Metal Plating—Gold & Silver
Machine Tools				Donham Craft Inc	Thomaston
Victor Machine Tool Rebuilders Inc (scraping, fitting & aligning)	Bridgeport	Machines—Precision Rolling	Fenn Manufacturing Company The Newington		Metal Products—Stampings
Machine Work				American Brass Company The	Waterbury
Black Rock Mfg Company The	Bridgeport	Machines—Slotting	Waterbury Farrel Foundry & Machine Co The (screw head)	Waterbury	Plume & Atwood Manufacturing Co
Farrel-Birmingham Company Inc	Ansonia			J H Sessions & Son	Thomaston
Fenn Manufacturing Company The (precision parts)	Newington	Machines—Spacing Table	Bullard Company The	Bridgeport	Scovill Manufacturing Company (Made-to-Order)
Hartford Special Machinery Co The (contract work only)	Hartford			Stanley Pressed Metal	Waterbury 91 New Britain
Joma Tool Co (small assemblies & parts)	Wolcott	Machines—Special	Fenn Mfg Co The Fuller Brush Co The	Newington Hartford	Metal Specialties
National Sheradizing & Machine Co (job)	Hartford			Excelsior Hardware Co The	Stamford
Parker Stamp Works Inc The (Special)	Hartford	Machines—Swaging	Fenn Manufacturing Company The Newington		Metal Spinning
Swan Tool & Machine Co The	Hartford			Moseley Metal Crafts Inc	West Hartford
Torrington Manufacturing Co The (special rolling mill machinery)	Torrington	Machines—Thread Rolling	Hartford Special Machinery Co The	Hartford	Metal Stampings
Machinery			Waterbury Farrel Foundry & Machine Co The	Waterbury	American Brass Company The
Fenn Manufacturing Company The (special)	Newington	Machines—Turks Head		Better Formed Metals Inc	Waterbury
Hallden Machine Company The (mill)	Thomaston			DooVal Tool & Mfg Inc The	Naugatuck
Torrington Manufacturing Co The (mill)	Torrington	Machines—Wire Drawing	Fenn Manufacturing Company The Newington		Excelsior Hardware Co The
Machinery—Automatic				Greist Mfg Co The	Stamford
Banthin Engineering Company (new and rebuilt)	Bridgeport	Machining—Horizontal Boring	Tucker Machine Co	North Haven	503 Blake St New Haven
Machinery—Bolt and Nut				H C Cook Co The	32 Beaver St Ansonia
Waterbury Farrel Foundry & Machine Co The	Waterbury	Manganese Bronze Ingot	Whipple and Choate Company	Bridgeport	Humason Mfg Co The
Machinery—Cold Heading				Joma Tool Co	Forestville
Waterbury Farrel Foundry & Machine Co The	Waterbury	Manicure Instruments	W E Bassett Company The	Derby	Mohawk Mfg Co (threaded)
Machinery Dealers & Rebuilders				Stanley Pressed Metal	Middletown
Butwinik Brothers	New Haven	Marine Engines	Kilborn-Sauer Company (running lights and searchlights)	Fairfield	J A Otterbein Company The (metal fabrica-
J L Lucas and Son	Fairfield		Lathrop Engine Co The	Mystic	tions)
State Machinery Co Inc	New Haven	Marine Equipment	Russell Manufacturing Company The (utility cord and accessory hardware)	Middletown	J H Sessions & Son
Machinery—Extruding			Wilcox-Crittenden Div North & Judd Mfg Co	Middletown	Patent Button Co The
Standard Machinery Co The	Mystic	Marine Reserve Gears		G E Prentice Mfg Co The	Waterbury
Machinery—Metal-Working			Snow-Nabstedt Gear Corp The	New Haven	Plume & Atwood Mfg Co The
Fenn Mfg Co The	Newington	Marking Devises	Hoggson & Pettis Mfg Co The	New Haven	Saling Manufacturing Company
Waterbury Farrel Foundry & Machine Co The	Waterbury		Parker Stamp Works Inc The (steel)	Hartford	Stanley Pressed Metal
Pratt & Whitney Co Inc	West Hartford	Material Handling	Parsons Co Inc W A (tote pans)	Durham	Swan Tool & Machine Co The
Machinery—Nut			Lockwood Sons Inc Wm H	Hartford	Terryville Manufacturing Co
Waterbury Farrel Foundry & Machine Co The (forming and tapping)	Waterbury	Mats—Newspaper			Verplex Company The (Contract)
Machinery—Screw and Rivet			Waterbury Mattress Co	Waterbury	Waterbury Lock & Specialty Co The
Waterbury Farrel Foundry & Machine Co The	Waterbury	Mattresses			Milford
Machinery—Wire Drawing			Parsons Co Inc W A (tool kits)	Durham	Meters—Gas
Fenn Mfg Co The	Newington	Metal Boxes		Sprague Meter Company	Bridgeport
Waterbury Farrel Foundry & Machine Co The	Waterbury	Metal Boxes and Displays	Durham Mfg Co The (Designing & Mfg to customers specifications)	Durham	Meters—Parking
Machinery—Wire Straightening			Merriam Mfg Co (Bond, Security, Cash, Utility, Personal Files, Drawer Safes, Custombilt containers and displays)	Durham	Rhodes Inc M H
Mettler Machine Tool Inc	New Haven		Middleton Mfg Co	Middletown	Hartford
Machines			Charles Parker Co (sheet metal fabricators)	Meriden	American Microfilming Service Company
Campbell Machine Div American Chain & Cable Co Inc (cutting & nibbling)	Bridgeport	Metal Cleaners			New Haven
Coulter & McKenzie Machine Co The (special, new development engineering design and construction)	Bridgeport		Apothecaries Hall Co	Waterbury	Milk Bottle Carriers
Patent Button Company The	Waterbury		Enthone Inc	New Haven	John P Smith Co The
Machines Automatic			MacDermid Incorporated	Waterbury	423-33 Chapel St
Globe Tapping Machine Co	Bridgeport	Metal Cleaning Machines	Colt's Manufacturing Company	Hartford	New Haven
A H Nilson Mach Co The (Special)	Bridgeport				
Standish Associates	Fairfield	Metal Finishes			
Machines—Automatic Chucking					
Bullard Company The	Bridgeport	Metal Finishing	Enthone Inc	New Haven	
New Britain-Gridley Machine Division			Mitchell-Bradford Chemical Co	Bridgeport	
The New Britain Machine Co (multiple spindle and double end)	New Britain		United Chromium Incorporated	Waterbury	
Pratt & Whitney Co Inc (Potter & Johnson)	West Hartford		Hartford Industrial Finishing Co	Hartford	
Machines—Brushing			National Sheradizing & Machine Co	Hartford	
Fuller Brush Co The	Hartford		Waterbury Plating Company	Waterbury	
Machines—Contin-U-Matic					
Bullard Company The (vertical multi-spindle—continuous turning)	Bridgeport	Mixing Equipment	Eastern Industries Inc	New Haven	
Machines—Draw Benches			Gabb Special Products Div The E. Horton & Son Co	Windsor Locks	
Fenn Manufacturing Company The Newington					
Mobile Radio					
Connecticut Telephone & Electric Corp					
					Meriden (Advt.)

IT'S MADE IN CONNECTICUT

Model Work	The Falls Company	Norwich	Phosphor Bronze
B & N Tool & Engineering Co (instruments and timing devices)	Oakville	American Brass Company The Waterbury	Bridgeport Brass Company Bridgeport
Mops	Hartford	Miller Company The (sheets, strips, rolls)	Meriden
Fuller Brush Co The	Hartford	Seymour Mfg Co The Seymour	Waterbury Rolling Mills Inc (sheets, strips, rolls)
Motor Control Centers	General Plainville	Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip)	New Haven
Distribution Assemblies Department, General Electric Co	Plainville		
Motor-Generator Sets	Stamford		
Electric Specialty Co	Stamford		
Motor Overload Protectors	Danbury		
Sperry Products Inc	Danbury		
Motors—Electric Timing	Cramer Controls Corporation The		
Cramer Controls Corporation The	Centerbrook		
Motors—Synchronous	Centerbrook		
Cramer Controls Corporation The	Centerbrook		
Electric Specialty Co	Stamford		
Moulded Plastic Products			
Butterfield Inc T F	Naugatuck		
Colt's Manufacturing Company	Hartford		
Patent Button Co The	Waterbury		
Waterbury Companies Inc	Waterbury		
Watertown Mfg Co The	117 Echo Lake Road Watertown		
Mouldings	Himmel Brothers Co The (architectural, metal and store front)	Hamden	
Himmel Brothers Co The (architectural, metal and store front)	Hamden		
Moulds			
ABA Tool & Die Co	Manchester		
Hoggson & Pettis Mfg Co The (steel)			
114 Brewery St	New Haven		
Parker Stamp Works Inc The (compression injection & transfer for plastics)	Hartford		
Napper Clothing	Standard Card Clothing Co The (for textile mills)	Stafford Springs	
Standard Card Clothing Co The (for textile mills)	Stafford Springs		
Nettings			
Wilcox Lace Corp The	Middletown		
Newspaper Mats			
Lockwood Sons Inc Wm H	Wartford		
Nickel Anodes			
Apothecaries Hall Co	Waterbury		
Nickel Silver			
American Brass Company The	Waterbury		
Bridgeport Brass Company	Bridgeport		
Plumé & Atwood Mfg Co Inc	Thomaston		
Seymour Mfg Co The	Seymour		
Waterbury Rolling Mills Inc (sheets, strips, rolls)	Waterbury		
Western Brass Mills Div Olin Mathieson Chemical Corp (sheet, strip)	New Haven		
Nickel Silver Ingots	Whipple and Choate Company The	Bridgeport	
Night Latches			
Sargent & Company	New Haven		
Yale & Towne Mfg Co Inc	Stamford		
Non-ferrous Metal Castings			
Miller Company The	Meriden		
Charles Parker Co	Meriden		
Nuts, Bolts and Washers			
Clark Brothers Bolt Co	Milldale		
Office Equipment			
Pitney-Bowes Inc	Stamford		
Underwood Corporation	Bridgeport & Hartford		
Wassell Organization Inc	Westport		
Offset Printing	Kellogg & Bulkeley A Division of Connecticut Printers Inc	Hartford	
Kellogg & Bulkeley A Division of Connecticut Printers Inc	Hartford		
Oil Burners			
Miller Company The (domestic)	Meriden		
Peabody Engineering Corp (Mechanical and/or Steam Atomizer)	Stamford		
Silent Glow Oil Burner Corp The			
1477 Park St	Hartford		
Oil Tanks			
Norwalk Tank Co The (550 to 30M gals, underwriters above and under ground)			
	South Norwalk		
Whitlock Manufacturing Co The	Hartford		
Oils—Cutting			
Anderson Oil Co Inc F E	Portland		
Open Knife Switches and Accessories			
Trumbull Components Department, General Electric Co	Plainville		
Optical Cores & Ingots			
Plume & Atwood Mfg Co The	Thomaston		
Pattern-Makers			
Farrel-Birmingham Company Inc	Ansonia		
Penlights			
Bridgeport Metal Goods Mfg Co	Bridgeport		
Pet Furnishings			
Andrew B Hendrix Co The	New Haven		
Parts			
Scovill Manufacturing Company (ammunition, electric instrument, electrical appliance, fountain pen, instrument, lighting fixture, ordnance, etc.—blanked, stamped, formed, drawn, re-drawn, forged, screw machined, headed, pointed, finished)	Waterbury		
Pattern-Makers			
Farrel-Birmingham Company Inc	Ansonia		
Penlights			
Bridgeport Metal Goods Mfg Co	Bridgeport		
Pet Furnishings			
Andrew B Hendrix Co The	New Haven		
Photographic Equipment			
Electrical Div Olin Mathieson	Chemical Corp New Haven		
Kalart Company Inc	Plainville		
Piano Repairs			
Pratt Read & Co Inc (keys and action)	Ivoryton		
Piano Supplies			
Pratt Read & Co (keys and actions, backs, plates)	Ivoryton		
Pins			
CEM Company ("Spirol")	Danielson		
Pin Up Lamps			
Verplex Company The	Essex		
Pipe			
American Brass Co The (brass and copper)	Waterbury		
Bridgeport Brass Co (brass and Copper)	Bridgeport		
Chase Brass & Copper Co (red brass and copper)	Waterbury		
Howard Co (cement well and chimney)	New Haven		
Pipe Fitters Hand Tools & Pipe Threading Machines			
Capewell Manufacturing Company	Hartford		
Pipe Fittings			
Corley Co Inc	Plainville		
Malleable Iron Fittings Co	Branford		
Pipe Plugs			
Holo-Krome Screw Corporation The (countersunk)	West Hartford		
Pipe Plugs—Socketed			
Holo-Krome Screw Corp The	West Hartford		
Plastic Coatings			
Bischoff Chemical Corporation (Peelable Plastic Coatings)	Ivoryton		
Plastic Bottles			
Plax Corporation	Bloomfield		
Plastic Buttons			
Frank Parizek Manufacturing Co The	West Willington		
Patent Button Co The	Waterbury		
Plastic Fabrication			
Humphrey Fabricating Corporation	Unionville		
Plastic Film & Sheet Materials			
Plax Corporation	Bloomfield		
Plastic Gems			
Colt's Manufacturing Company	Hartford		
Plastic Lining Equipment			
Comco Inc Div of Enthone Inc	New Haven		
Plastic Pipe and Fittings			
Comco Inc Div of Enthone Inc	New Haven		
Plastic Molders			
Plastic Molding Corporation	Sandy Hook		
Plastic Molding			
Butterfield Inc T F U S Plastic Molding Corporation	Naugatuck Wallingford		
Plastic—Moulder			
Colt's Manufacturing Company	Hartford		
Conn Plastics	Waterbury		
Waterbury Companies Inc	Waterbury		
Watertown Mfg Co The	Watertown		
Plastic Printing Plates			
Lockwood Sons Inc Wm H	Hartford		
Plastic Wire Coating Materials			
Electronic Rubber Co	Stamford		
Plastics			
B F Goodrich Sponge Products Division	Shelton		
Naugatuck Chemical Division	United States		
Rubber Co	Naugatuck (Advt.)		

IT'S MADE IN CONNECTICUT

Plastics Machinery		Presses—Power		Reduction Gears
Black Rock Mfg Company The	Bridgeport	Pneumatic Applications Co The (modernization of presses through conversion to Wichita Air Clutch operation)	Farrel-Birmingham Company Inc	Ansonia
Farrel-Birmingham Company Inc	Ansonia	Waterbury Farrel Foundry & Machine Co The	Snow-Nabstedt Gear Corp The	New Haven
Plastics Plated—Gold & Silver		Waterbury		
Donham Craft Inc	Thomaston			
Plastics—Moulds & Dies			Refractories	
Crown Tool & Die Co Inc	Bridgeport	Norwalk Tank Co Inc The (unfired to ASME Code Par U 69-70)	Howard Company	New Haven
Parker Stamp Works Inc The (for plastics)	Hartford	South Norwalk	Mullite Refractories Company The	Shelton
Plasticrete Bloc		Whitlock Manufacturing Co The		
Plasticrete Corp	Hamden			
Plasters			Refrigeration	
Acme Chromium Plating Co	New Haven	Bussmann Press Inc	Dunham-Bush Inc	West Hartford
Christie Plating Co	Groton	Case Lockwood & Brainard A Division of Connecticut Printers Inc		
City Plating Works	Bridgeport	Finlay Brothers		
Patent Button Co The	Waterbury	Heminway Corporation The		
Water Plating Company	Waterbury	Hildreth Pres		
Chromium Process Company The (Chromium Plating only)	Shelton	Hunter Press		
Plasters' Equipment		Lehman Brothers Inc		
Apothecaries Hall Company	Waterbury	Taylor & Greenough Co The		
Comco Inc Div of Enthone Inc	New Haven	T B Simonds Inc		
Lea Manufacturing Co The	Waterbury	A D Steinbach & Sons		
MacDermid Incorporated	Waterbury	The Walker-Rackliff Company		
Plasters Metal				
Plume & Atwood Mfg Co The	Thomaston			
Plating			Research & Development	
Christie Plating Co The (including lead plating)	Groton	Banthin Engineering Co (automatic)	Raymond Engineering Laboratories (Electro-Mechanical)	Middletown
City Plating Works Inc	Bridgeport	Thomas W Hall Company		
Superior Plating Co	Bridgeport		Resistance Wire	
Plating on Metals & Plastics			C O Jellif Mfg Co The (nickel chromium, copper nickel, iron chromium, aluminum)	Southport
Donham Craft Inc	Thomaston		Kanthal Corporation The	Stamford
Plating Processes and Supplies				
Enthone Inc	New Haven		Respirators	
United Chromium Incorporated	Waterbury		American Optical Company Safety Products Division	Putnam
Plumbers' Brass Goods			Resuscitators	
Bridgeport Brass Co	Bridgeport	Ripley Company Inc	Cycle-Flo Company The	Milford
Keeney Mfg Co The (special bends)	Newington	Wassell Organization Inc		
Scovill Manufacturing Company	Waterbury			
Plumbing Specialties			Retainers	
Risdon Manufacturing Co John M Russell Div	Naugatuck	Pratt & Whitney Co Inc	Hartford Steel Ball Co The (bicycle & automotive)	Hartford
Pole Line Hardware			Rigid Plastic Sheet Material	
Malleable Iron Fittings Co	Branford	Hamilton Standard Div United Aircraft Corp (propellers and other aircraft equipment)	Gilman Brothers Company, The	Gilman
Police Equipment				
The Smith-Worthington Saddlery Co	Hartford		Riveting Machines	
Polishing			Grant Mfg & Machine Co The	Bridgeport
Mirror Polishing & Buffing Co	Waterbury	Ripley Company Inc	Ripley Company Inc	Middletown
Polishing & Buffing			H P Townsend Manufacturing Co The	Elmwood
General Polishing & Buffing	Bridgeport			
Poly Chokes			Rivets	
Poly Choke Company The (a shotgun choking device)	Tariffville	Bischoff Chemical Corporation (Peeleable Plastic Coatings)	Blake & Johnson Co The (brass, copper and non-ferrous)	Waterville
Postage Meters		Harrison Company The A S (Waxes)	Clark Brothers Bolt Co	Middlefield
Pitney Bowes Inc	Stamford	Ivoryton	Plume & Atwood Mfg Co The	Thomaston
Potentiometers—Electronic		South Norwalk	Raybestos Div of Raybestos-Manhattan Inc The (brass and aluminum tubular and solid copper)	Bridgeport
Bristol Company The	Waterbury		Raybestos Div of Raybestos-Manhattan Inc The (iron)	Bridgeport
Precision Electronic Chassis			Rods	
Saybrook Manufacturing Inc	Old Saybrook	O'Toole & Sons Inc The	American Brass Company The (copper, brass, bronze)	Waterbury
Precision Machine Tool Spindles			Bridgeport Brass Company	Bridgeport
Whitton Manufacturing Co (for milling, grinding, boring & drilling)	Farmington	Bristol Brass Corp The (brass and bronze)		Bristol
Precision Manufacturing			Scovill Manufacturing Company (aluminum, brass, bronze, etc.)	Waterbury
Newton Co The (aircraft parts)	Manchester			
Precision Revolving Machinery			Rollers—Bituminous Paving	
Whitton Manufacturing Co	Farmington	Pump Valves	Gabb Special Products Div E Horton & Son Company	Windsor Locks
Precision Springs & Wire Forms				
Rowley Spring Co Inc The	Bristol	Punches		
Pre-Cut Cottages			Roller Skate Wheels	
Federal Homes Corporation	Canaan	Hoggson & Pettis Mfg Co The (ticket & cloth)	Raybestos Division of Raybestos-Manhattan Inc	Bridgeport
Pre-Engineered Homes		141 Brewery St		
Federal Homes Corporation	Canaan		Roller Skates	
Prefabricated Buildings			Arms and Ammunition Div Olin Matheson Chemical Corp	New Haven
City Lumber of Bridgeport Inc The	Bridgeport	Putty Softeners—Electrical		
Premium Specialties		Fletcher Terry Co The	Box 415 Forestville	
Waterbury Companies Inc	Waterbury			
Preservatives—Wood, Rope, Fabric			Rolling Mills & Equipment	
Darworth Incorporated ("Cuprinol") ("Cellu-san")	Simsbury		Farrel-Birmingham Company Inc	Ansonia
Pressboard			Fenn Mfg Co The	Newington
Case & Risley Press Paper Co (genuine)	Oneida		Precision Methods & Machines Inc	Waterbury
Press Papers			Waterbury Farrel Foundry & Machine Co The	Waterbury
Case Brothers Inc	Manchester	Pyrometers		
Presses		Bristol Co The (recording and controlling)		
Farrel-Birmingham Company Inc (Hydraulic)	Ansonia	Waterbury		

IT'S MADE IN CONNECTICUT

Rubber Latex Compounds and Dispersions		
Naugatuck Chemical Division United States Rubber Co (coating, impregnating and adhesive compounds)	Naugatuck	
Rubber—Latex Foam		
B F Goodrich Sponge Products Division	Shelton	
Rubber Mill Machinery		
Farrel-Birmingham Company Inc	Ansonia	
Rubber—Molded Specialties		
Airex Rubber Prod Corp	Portland	
Canfield Co The H O	Bridgeport	
Seamless Rubber Company The	New Haven	
Rubber Products		
Airex Rubber Prod Corp	Portland	
Rubber Printing Plates		
Lockwood Sons Inc Wm H	Hartford	
Rubber Products—Mechanical		
American Felt Co	Glenville	
Auburn Manufacturing Company The (washers, gaskets, molded parts)	Middletown	
Canfield Co The H O	Bridgeport	
Seamless Rubber Company The	New Haven	
Rubber—Reclaimed		
Naugatuck Chemical Division United States Rubber Co	Naugatuck	
Rubbers		
Naugatuck Chemical Div U S Rubber Co (special synthetic)	Naugatuck	
Rubbish Burners		
John P Smith Co The	423-33 Chapel St	New Haven
Rust Preventives		
Anderson Oil Co Inc F E	Portland	
Enthone Inc	New Haven	
Rust Removers		
Enthone Inc	New Haven	
Saddlery		
The Smith-Worthington Saddlery Co	Hartford	
Safety Clothing		
American Optical Company Safety Products Division	Putnam	
Safety Fuses		
Ensign-Bickford Co The (mining & detonating)	Simsbury	
Safety Gloves and Mittens		
American Optical Company Safety Products Division	Putnam	
Safety Goggles		
American Optical Company Safety Products Division	Putnam	
Safety Switches		
Trumbull Components Department, General Electric Co	Plainville	
Saw Blades—Hack		
Capewell Mfg Co The	Hartford	
Thompson & Son Co The Henry G.	New Haven	
Saw Blades—Hack & Band		
Capewell Manufacturing Company	Hartford	
Saw—Hole		
Thompson & Son Co The Henry G.	New Haven	
Saws, Band, Metal Cutting		
Atlantic Saw Mfg Co	New Haven	
Thompson & Son Co The Henry G.	New Haven	
Scissors		
Acme Shear Company The	Bridgeport	
Screens		
Hartford Wire Works Co The (Windows, Doors and Porches)	Hartford	
Screw Caps		
Weimann Bros Mfg Co The (small for bottles)	Derby	
Screw Machines		
H P Townsend Mfg Company The	Elmwood	
Screw Machine Products		
Accurate Screw Products Inc (B & S Swiss & Davenport)	Southington	
Apex Tool Co Inc The	Bridgeport	
Auto Electric Screw Machine Co Inc	Bridgeport	
Blake & Johnson Co The	Waterville	
Consolidated Industries	West Cheshire	
Dependable Automatic Screw Co	Waterbury	
Eastern Machine Screw Corp The Truman & Barclay Sts	New Haven	
Fairchild Screw Products Inc	Winsted	
Franklin Screw Machine Co The	(up to 1½" capacity)	Hartford
Garthwait Mfg Co A E	(up to and incl ½")	Waterbury
Greist Mfg Co The (Up to ½" capacity)	New Haven	
Horberg Grinding Industries Inc (Heat treated and ground type only)	Bridgeport	
19 Staples Street	Forestville	
Humason Mfg Co The	Forestville	
Independent Screw Machine Products (up to an incl ½" capacity)	Hartford	
Junior Screw Machine Products Inc	West Haven	
Screw Machine Products (Cont.)		
Lowe Mfg Co The	Wethersfield	
Main Screw Machine Products (davenport & automatics exclusively)	Waterbury	
National Automatic Products Company The	Berlin	
Nelson's Screw Machine Products	Plantsville	
New Britain Machine Company The	New Britain	
New Haven Screw Machine Prods Inc	Milford	
Newton Screw Machine Products Co	Plainville	
Olson Brothers Company (up to ¾" capacity)	Plainville	
Olson & Sons R P	Southington	
Plume & Atwood Mfg Co The	Thomaston	
Scovill Manufacturing Company	Waterbury 91	
United Screw Machine Co	Thomaston	
Waterbury Machine Tools & Products Co (Brown & Sharpe and Davenport)	Waterbury	
Screw Machine Tools		
American Can Company Inc (Circular Form Tools)	Hartford	
Pratt & Whitney Co Inc (Reamers, Taps, Dies, Blades and Knurls)	West Hartford	
Somma Tool Co (precision circular form tools)	Waterbury	
Screws		
American Screw Company	Willimantic	
Atlantic Screw Works (wood)	Hartford	
Blake & Johnson Co The (machine and wood)	Waterville	
Bristol Company The (socket set and socket cap screws)	Waterbury	
Clark Brothers Bolt Co	Middlebury	
Holo-Krome Screw Corporation The (socket set and socket cap)	West Hartford	
Scovill Manufacturing Company	Waterbury 91	
Superior Manufacturing Co The	Winsted	
Screws—Socket		
Allen Manufacturing Company The	Hartford	
Bristol Co The	Waterbury	
Holo-Krome Screw Corp The	West Hartford	
Sealing Tape Machines		
Better Packages Inc	Shelton	
Service Entrance Equipment		
Trumbull Components Department, General Electric Co	Plainville	
Sewing Machines		
Greist Mfg Co The (Sewing Machine attachments)	503 Blake St New Haven	
Merrow Machine Co The (Industrial)	Hartford	
Singer Manufacturing Company The (industrial)	Bridgeport	
Shaving Soaps		
J B Williams Co The	Glastonbury	
Shears		
Acme Shear Co The (household)	Bridgeport	
Sheet Metal Products		
American Brass Co The (brass and copper)	Waterbury	
Merriam Mfg Co (security boxes, fitted tool boxes, tackle boxes, displays)	Durham	
Charles Parker Co (sheet metal fabricators)	Fairfield	
Parsons Co Inc W A (fabricators)	Durham	
Plume & Atwood Mfg Co The	Thomaston	
United Manufacturing Co Division of The W L Maxson Corp	Hamden	
Sheet Metal Stampings		
American Brass Company The	Waterbury	
American Buckle Co The	West Haven	
DooVal Tool & Mfg Inc The	Naugatuck	
J H Sessions & Son	Bristol	
Patent Button Co The	Waterbury	
Plume & Atwood Mfg Co The	Thomaston	
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys)	Waterbury	
Sheet Steel		
Dolan Steel Company Inc	Bridgeport	
Shell Cores		
Victors Brass Foundry Inc	Guilford	
Shell Molding		
Victors Brass Foundry Inc	Guilford	
Shells		
Scovill Manufacturing Company (aluminum, brass, bronze, copper, nickel silver—drawn, stamped—electric socket, screw)	Waterbury	
Wolcott Tool and Manufacturing Company Inc	Waterbury	
Shipment Sealers		
Better Packages Inc	Shelton	
Showcase Lighting Equipment		
Wiremold Company The	Hartford	
Signals		
H C Cook Co The (for card files)	Ansonia	
32 Beaver St		
Signs		
Arnco Sign Co (plastic, neon, porcelain & stainless steel)	Meriden	
Berger Sign Co (neon electric-porcelain enamel-stainless steel)	Hartford	
Silk Screen Process Printing		
Norton Co R H	New Haven	
Silk Screen Printing		
Sirocco Screenprints	New Haven	
Silk Screening on Metal		
Merriam Mfg Co (Displays and Specialties, to order)	Durham	
Silver & Gold Plating		
Donham Craft Inc (on metals & plastics)	Thomaston	
Simulators		
Reflectone Corporation The	Stamford	
Sintered Metal Products		
Raybestos Division of Raybestos-Manhattan Inc	Bridgeport	
Sizing and Finishing Compounds		
American Cyanamid Company	Waterbury	
Slide Fasteners		
G E Prentice Mfg Co The	Kensington	
North & Judd Manufacturing Co	New Britain	
Scovill Manufacturing Company (GRIPPER zippers)	Waterbury	
Smoke Stacks		
Bigelow Company The (steel)	New Haven	
Norwalk Tank Co The	South Norwalk	
Snap Fasteners		
Scovill Manufacturing Company (GRIPPER snap fasteners)	Waterbury	
Soap		
J B Williams Co The (industrial soaps, toilet soaps, shaving soaps)	Glastonbury	
Special Machinery		
Banthin Engineering Company (complete and/or parts)	Bridgeport	
Boesch Mfg Co Inc	Danbury	
Black Rock Mfg Company The	Bridgeport	
Farrel-Birmingham Company Inc	Ansonia	
Federal Machine & Tool Co	Bristol	
Fenn Mfg Co The	Newington	
Hartford Special Machinery Co The	Hartford	
H P Townsend Mfg Company The	Elmwood	
National Sheralizing & Machine Co (mandrels & stock shells for rubber industry)	Hartford	
Standish Associates	Fairfield	
Swan Tool & Machine Co The	Hartford	
Tucker Machine Co	North Haven	
Special Parts		
Fenn Mfg Co The	Newington	
Greist Mfg Co The (small machines, especially precision stampings)	New Haven	
J H Sessions & Son	Bristol	
Spinnings		
Gray Manufacturing Company The	Hartford	
Spline Milling Machines		
Townsend Mfg Co The H P	Elmwood	
Sponge Rubber		
B F Goodrich Sponge Products Division	Shelton	
Spotwelding		
Spotwelders Inc (aluminum, steel, magnesium, titanium & alloys)	Stratford	
Spray Painting Equipment and Supplies		
Lea Manufacturing Co The	Waterbury	
Spring Coiling Machines		
Torrington Manufacturing Co The	Torrington	
Spring Presses		
Townsend Mfg Co The H P	Elmwood	
Spring Units		
Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport	
Spring Washers		
Barnes Co The Wallace Div Associated Spring Corp	Bristol	
Springs—Coil & Flat		
Barnes Co The Wallace Div Associated Spring Corp	Bristol	
Barrett Co William L	Bristol	
Bristol Spring Manufacturing Co	Plainville	
Foursome Manufacturing Co	Bristol	
Humason Mfg Co The	Forestdale	
Newcomb Spring Corp The	Southington	
New England Spring Manufacturing Company	Unionville	
Peck Spring Co The	Plainville	
Springs—Flat		
Barnes Co The Wallace Div Associated Spring Corp	Bristol	
Bristol Spring Manufacturing Co	Plainville	
Foursome Manufacturing Co	Bristol	
Humason Mfg Co The	Forestdale	
Peck Spring Co	Plainville	
Springs—Furniture		
Owen Silent Spring Division American Chain & Cable Company Inc	Bridgeport (Advt.)	

I T ' S M A D E I N C O N N E C T I C U T

Springs—Wire	Surgical Dressings	Timers, Interval
Barnes Co The Wallace Div Associated Spring Corp	Acme Cotton Products Co Inc East Killingly	A W Haydon Co The Waterbury
Bristol Spring Manufacturing Co Plainville	Seamless Rubber Company The New Haven	H C Thompson Clock Co The Bristol
Colonial Spring Corporation The Hartford	Surgical Rubber Goods	Cramer Controls Corporation The Centerbrook
Connecticut Spring Corporation The (compression, extension, torsion)	Seamless Rubber Company The New Haven	Rhodes Inc M H Hartford
Foursome Manufacturing Co Bristol	Swaging Machinery	
Humason Mfg Co The Forestville	Fenn Mfg Co The Newington	
D R Templeman Co (coil and torsion) Plainville	Switchboards	
J W Bernston Company (coil and torsion) Plainville	Distribution Assemblies Department, General Electric Co Plainville	
Newcomb Spring Corp The Southington	Switchboards Wire and Cables	
Peck Spring Co Plainville	Rockbestos Products Corp (asbestos insulated) New Haven	
Springs, Wire & Flat		
Peck Spring Co Plainville	Switches—Electric	
Sprinklers	General Electric Company Bridgeport	
Scovill Manufacturing Company (GREEN SPOT)	Synthetic Fabrics	
Stamped Metal Products	American Felt Co Glenville	
American Brass Company The Waterbury	Tabulating Equipment—Manual	
Stampings	Denominator Company Inc Woodbury	
C & H Mfg Co Inc Watertown	Veedor-Roof Incorporated Hartford	
Donahue Mfg Co Inc Watertown	Tanks	
DooVal Tool & Mfg Inc The Naugatuck	Bigelow Company The (steel) New Haven	
Foursome Manufacturing Co Bristol	Comco Inc Div of Ethnou Inc (steel, alloy and lined) New Haven	
Joma Tool Co Wolcott	Connecticut Welders Inc (steel, alloy & lined) Wallingford	
Plume & Atwood Mfg Co The (small) Thomaston	Norwalk Tank Co The South Norwalk	
Saybrook Manufacturing Inc Old Saybrook	Rolock Inc (Alloy) Fairfield	
Scovill Manufacturing Company aluminum, brass, bronze, copper, nickel silver, steel and other metals and alloys—automotive, electrical, radio, etc.—deep drawn, enameled.	Storts Welding Company (steel and alloy) Meriden	
Stanley Pressed Metal New Britain		
Stampings—Small	Tap Extractors	
Acme Shear Co The Bridgeport	Walton Company The West Hartford	
Barnes Co The Wallace Div Associated Spring Corp	Tape	
Barrett Co William L Bristol	Russell Manufacturing Company The (woven cotton and woven glass tape) Middletown	
Bristol Spring Manufacturing Co Plainville	Tapes—Industrial Pressure Sensitive	
Greist Manufacturing Co The New Haven	Seamless Rubber Company The New Haven	
Humason Mfg Co The Forestville	Tape Recorders	
Stamps	Conn Telephone & Electric Corp Meriden	
Hoggson & Pettis Mfg Co The (steel) New Haven	Taps	
141 Brewery St New Haven	Hanson-Whitney Company The Hartford	
Parker Stamp Works Inc The (steel) Hartford	Pratt & Whitney Co Inc West Hartford	
Stationery Specialties	Tarred Lines	
American Brass Company The Waterbury	Brownell & Co Inc Moodus	
Steel—Alloy and Stainless Bars	Telemetering Instruments	
Northeastern Steel Corporation Bridgeport	Bristol Co The Waterbury	
Steel Castings	Television—Radio	
Hartford Electric Steel Corp The (Carbon, low alloy and stainless steel and Ductile iron) Hartford	Junior Screw Machine Products Inc West Haven	
Malleable Iron Fittings Co Branford	Testers—Insulation	
Nutmeg Crucible Steel Co Branford	McNeal J D New Haven	
Steel—Cold Finished Bars	Testers—Insulation Wire & Cable	
Northeastern Steel Corporation Bridgeport	Davis Electric Company Wallingford	
Steel—Cold Rolled Spring	Testers—Nondestructive, Ultrasonic	
Barnes Co The Wallace Div Associated Spring Corp	Sperry Products Inc Danbury	
Steel—Cold Rolled Stainless	Textile Machinery	
Ulrich Stainless Steels Wallingford	Merrow Machine Co The 2814 Laurel St Hartford	
Wallingford Steel Company Wallingford	Textile Printing Gums	
Steel—Cold Rolled Strip	Polymer Industries Inc Springdale	
Stanley Works The New Britain	Textile Processors	
Steel—Cold Rolled Strip and Sheets	American Dyeing Corporation (rayon, acetate, nylon, dacron, other synthetics) Rockville	
Detroit Steel Corporation New Haven	Thermometers	
Wallingford Steel Company Wallingford	Bristol Co The (recording and automatic control) Waterbury	
Steel Goods	Manning Maxwell & Moore Inc Stratford	
Merriam Mfg Co (sheets products to order)	Thin Gauge Metals	
Steel—Ground Flat Stock	Plume & Atwood Mfg Co The Thomaston	
Thompson & Son Co The Henry G. New Haven	Thinsheet Metals Co The (plain or tinned in rolls) Waterbury	
Steel—Hot Roll Bars	Thread	
Northeastern Steel Corporation Bridgeport	American Thread Co The Willimantic	
Steel Rolling Rules	Balding Heminway Corticelli Putnam	
Waterbury Lock & Specialty Co The Milford	Max Pollack & Co Inc Groton and Willimantic	
Steel Strapping	Wm Johl Manufacturing Co Mystic	
Stanley Works The New Britain	Thread Chasers	
Stereotypes	Geometric Tool Division, Greenfield Tap & Die Corp New Haven	
New Haven Electrotype Div Electrographic Corp New Haven	Thread Gages	
Stop Clocks, Electric	Hanson-Whitney Company The Hartford	
H C Thompson Clock Co The Bristol	Pratt & Whitney Co Inc West Hartford	
Storage Batteries	Thread Milling Machines	
R A E Storage Battery Mfg Co Glastonbury	Hanson-Whitney Company The Hartford	
Straps, Leather	Pratt & Whitney Co Inc West Hartford	
Auburn Manufacturing Company The (textile, industrial, skate, carriage) Middletown	Thread Rolling Machinery	
Strip Steel	Hartford Special Machinery Co The Hartford	
Dolan Steel Company Inc Bridgeport	Threading Machines	
Leed Co The H A Hamden	Grant Mfg & Machine Co The (double end automatic) Bridgeport	
Studio Couches		
Waterbury Mattress Co Waterbury		
Super Refractories		
Mullite Refractories Company The Shelton		
Surface Metal Raceway & Fittings		
Wiremold Company The Hartford		

IT'S MADE IN CONNECTICUT

Tubing

American Brass Co The (brass and copper) Waterbury
 Bridgeport Brass Company (brass and copper) Bridgeport
 G & O Manufacturing Co (finned) New Haven
 Scoville Manufacturing Company (Brass and Copper) Waterbury 91

Tubing—Flexible Metallic

American Brass Co Metal Hose Branch Waterbury

Tubing—Heat Exchanger

American Brass Company The Waterbury
 Scovill Manufacturing Company Waterbury 91

Tumbling Equipment & Supplies

Esbec Barrel Finishing Corp Beyram

Tumbling Service

Eshco Barrel Finishing Corp Meriden

Turntables

Macton Machinery Company Inc (industrial & display) Stamford

Typewriters

Royal Typewriter Co Inc Hartford
 Underwood Corporation Hartford

Typewriters—Portable

Royal Typewriter Company Inc Hartford
 Underwood Corporation Hartford

Typewriter Ribbons and Supplies

Royal Typewriter Company Inc Hartford
 Underwood Corporation Hartford

Ultrasonic Processing Equipment

General Ultrasonics Co The Hartford

Underclearer Rolls

Sonoco Products Co (Climax-Lowell Div) Mystic

Vacuum Bottles and Containers

American Thermos Products Co Norwich

Vacuum Cleaners

Electrolux Corporation Old Greenwich
 Spencer Turbine Co The Hartford

Valve Discs

Colt's Manufacturing Company Hartford

Valves—Automobile Tire

Bridgeport Brass Company Bridgeport

Valves

Norwalk Valve Company (sensitive check valves) South Norwalk

Valves—Aircraft

Bridgeport Thermostat Div Robertshaw-Fulton Controls Co Milford

Valves—Radiator Air

Bridgeport Brass Company Bridgeport

Valves—Relief & Control

Beaton & Caldwell Mfg Co New Britain

Valves—Safety & Relief

Manning Maxwell & Moore Inc Stratford

Vanity Boxes

Bridgeport Metal Goods Mfg Co Bridgeport

Varnishes

Plume & Atwood Manufacturing Co Thomaston

Scovill Manufacturing Company Waterbury

Vegetable Peelers

Colt's Manufacturing Company Hartford

Velvets

American Velvet Co (owned by A Wimpfheimer & Bro Inc) operated by Stonington

Leiss Velvet Mfg Co Inc The Willimantic

Venetian Blinds

Findell Manufacturing Company Manchester

Jennings Company The S Barry New Haven

New England Shade & Blind Co Inc Durham

Venetian Blind Tape

Russell Manufacturing Company The (woven cotton and woven plastic) Middletown

Ventilating Systems

Colonial Blower Company Plainville

Vertical Shapers

Pratt & Whitney Co Inc West Hartford

Vibrators—Pneumatic

Bransford Co The (industrial) New Haven

Vinyl Extrusion & Moulding Compounds

Electronic Rubber Co Stamford

Vises

Charles Parker Co The Meriden

Fenn Manufacturing Company The (Quick-Action Vises) Newington

Vanderman Manufacturing Co The (Combination Bench Pipe) Willimantic

Wall Paper

Stamford Wall Paper Co Inc Stamford

Washers

American Felt Co (felt) Glenville

Auburn Manufacturing Company The (all materials) Middletown

Blake & Johnson The (brass, copper & non-ferrous) Waterville

Clark Brothers Bolt Co Milldale

Humphrey Fabricating Corp Unionville

Plume & Atwood Mfg Co The (brass & copper) Thomaston

J H Rosenbeck Inc Torrington

Saling Manufacturing Company (made to order) Unionville

Washers—Felt

American Felt Co Glenville

Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Watches

E Ingraham Co The Bristol

United States Time Corporation The Waterbury

Water Deionizers

Penfield Mfg Co Meriden

Water Heaters

Whitlock Manufacturing Co The (instantaneous & storage) Hartford

Water Heaters—Electric

Bauer & Company Inc Hartford

Water Heaters—Gas or Kerosene

Holyoke Heater Corp of Conn Inc Hartford

Waxes

Harrison Company The A S (and other protective coatings) South Norwalk

Waxes—Floor

Fuller Brush Co The Hartford

Wedges

Saling Manufacturing Company (hammer & axe) Unionville

Welding

Connecticut Welders Inc (fabrication & repairs) Wallingford

Farrel-Birmingham Company Inc Ansonia

G E Wheeler Company (Fabrication of Steel & Non-Ferrous Metals) New Haven

Industrial Welding Company (Equipment Manufacturers—Steel Fabricators) Hartford

Welding—Lead

Connecticut Welders Inc (tanks & coils) Wallingford

Storts Welding Company (tanks and fabrication) Meriden

Welding Rods

American Brass Company The Waterbury

Bridgeport Brass Company Bridgeport

Bristol Brass Co The (brass & bronze) Bristol

Wells

Church Co The Stephen B Seymour

Wheels—Industrial

George P Clark Co Windsor Locks

Wicks

American Felt Co Glenville

Auburn Manufacturing Company The (felt, asbestos) Middletown

Holyoke Heater Corp of Conn Inc Hartford

Wiffle Ball

Wiffle Ball Inc The New Haven

Window & Door Guards

Hartford Wire Works Co The Hartford

Smith Co The John P New Haven

Window Shades

New England Shade & Blind Co Inc Durham

Wiping Cloths

Federal Textile Corporation New Haven

Wire

American Brass Company The Waterbury

Atlantic Wire Co The (steel) Branford

Bartlett Hair Spring Wire Co The (hair spring) North Haven

Bridgeport Brass Company (brass and silicon bronze) Bridgeport

Bristol Brass Corp The (brass & bronze) Bristol

Driscoll Wire Co The (steel) Shelton

Hudson Wire Co Winsted Div (insulated & enameled magnet) Winsted

Platt Bros & Co The (zinc wire) Waterbury

P O Box 1030 Waterbury

Plume & Atwood Mfg Co The (brass, bronze, nickel silver) Thomaston

Scovill Manufacturing Company (Brass, Bronze and Nickel Silver) Waterbury 91

Wire and Cable

Continental Wire Corp (for industrial and military applications) Wallingford

General Electric Company (for residential, commercial and industrial applications) Bridgeport

Rockbestos Products Corporation (all asbestos, mining, shipboard and appliance applications) New Haven

Wire Arches & Trellises

Hartford Wire Works Co The Hartford
 John P Smith Co The 423-33 Chapel St New Haven

Wire Baskets

Wiretex Mfg Inc (Industrial, for acid, heat, treating and degreasing) Bridgeport

Wire Cloth

Hartford Wire Works Co The Hartford
 C O Jeliff Mfg Co The (all metal, all meshes) Southport

Pequot Wire Cloth Co Inc

Rolock Inc (Alloy) John P New Haven

Smith Co The John P

Wire Dipping Baskets

Hartford Wire Works Co The Hartford
 John P Smith Co The 423-33 Chapel St New Haven

Wire Drawing Dies

Waterbury Wire Die Co The Waterbury

Wire Forming Machinery

Torrington Manufacturing Company The Torrington

Wire Formings

G E Prentice Mfg Co The Kensington
 Master Engineering Company West Cheshire
 North & Judd Manufacturing Co New Britain
 Peck Spring Co Plainville
 Turner & Seymour Manufacturing Co The Torrington

Verplex Company The

Wire Forms Barnes Co The Wallace Div Associated Spring Corp Bristol
 Bristol Spring Manufacturing Co Plainville
 Colonial Spring Corporation The Hartford
 Connecticut Spring Corporation The Hartford
 Foursome Manufacturing Co Bristol
 Gemco Manufacturing Co Inc Southington
 Humason Mfg Co The Forestville
 New England Spring Mfg Co Unionville
 Peck Spring Co Plainville
 Templeman Co D R Plainville
 Terryville Manufacturing Co Terryville

Wire Goods

American Buckle Co The (overall trimmings) West Haven
 Patent Button Co The Waterbury
 Scovill Manufacturing Company (To Order) Waterbury 91

Wire Partitions

Hartford Wire Works Co The Hartford
 John P Smith Co The 423-33 Chapel St New Haven

Wire Products

Humason Mfg Co The Forestville
 Peck Spring Co Plainville
 Plume & Atwood Mfg Co The (to order) Thomaston

Wire Reels

A H Nilson Mach Co The Bridgeport

Wire Rings

American Buckle Co The (pan handles and tinner's trimmings) West Haven

Humason Mfg Co The Forestville

Peck Spring Co Plainville

Templeman Co D R Plainville

Wire—Specialties

Andrew B Hendryx Co The New Haven

Wiring Devices

Harvey Hubbell Inc Bridgeport

Wiring Harnesses

Sight Light Div The American Machine & Foundry Co

Wood Scrapers

Fletcher-Terry Co The Forestville

Woodwork

C H Dresser & Sons Inc (Mfg all kinds of woodwork) Hartford

Hartford Builders Finish Co Hartford

Woven Felts—Wool

Chas W House & Sons Inc (Mills & Cutting Plant) Unionville

Yarns

Aldon Spinning Mills Corporation The (fine-woven and specialty) Talcottville

Hartford-Bickford Co The (jute-carpet) Simsbury

Hartford Spinning Incorporated (Wollen, knitting and weaving yarns) Unionville

Zinc

Platt Bros & Co The (ribbon, strip and wire) Waterbury

Zinc Castings

Newton-New Haven Co Inc 688 Third Ave West Haven (Advt.)

Business Pattern

(Continued from page 55)

decreases mainly due to less activity in the hardware and brass industries, respectively.

Conn. Wages vs. Prices

Wages of Connecticut factory workers continue to stay ahead of price rises.

Since January 1954 total hourly earnings in Connecticut have risen 17%. Even basic wages, which exclude overtime, have advanced more than 11%. Meanwhile the Consumer Price Index has risen only 2%.

Unemployment

Unemployment figures for the last full week of October reveal that only 1.8% of all the workers covered by the Unemployment Compensation program in Connecticut were collecting benefits.

Unemployment in the larger labor market areas of Bridgeport, New Haven and particularly Hartford compare quite favorably to this State average.

Some of the smaller labor areas, too, are faring quite well, such as Stamford and Norwalk and New London.

These data are significant because the Unemployment program in Connecticut covers over 90% of the State's non-farm workers.

Gross National Product

The value of goods and services produced during the 3rd quarter in the U. S. hit a record annual rate of \$414 billion. Government spending and increased auto sales accounted for most of this rise.

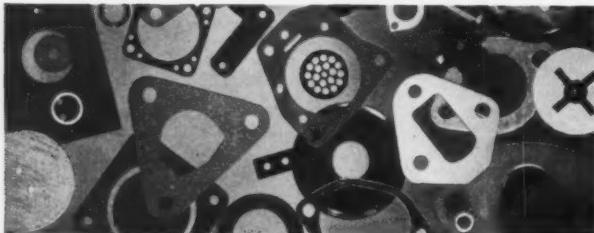
Inventories and Sales

Nationally, the buildup in manufacturers' inventories continues. This could be serious, if it were not for the fact that unfilled orders, which represent future business already contracted for, are very high.

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